

# DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

Vol. 25, No. 5

243-249 West 39th St., New York, N. Y.

May, 1926

## FEDERAL BIG SIX

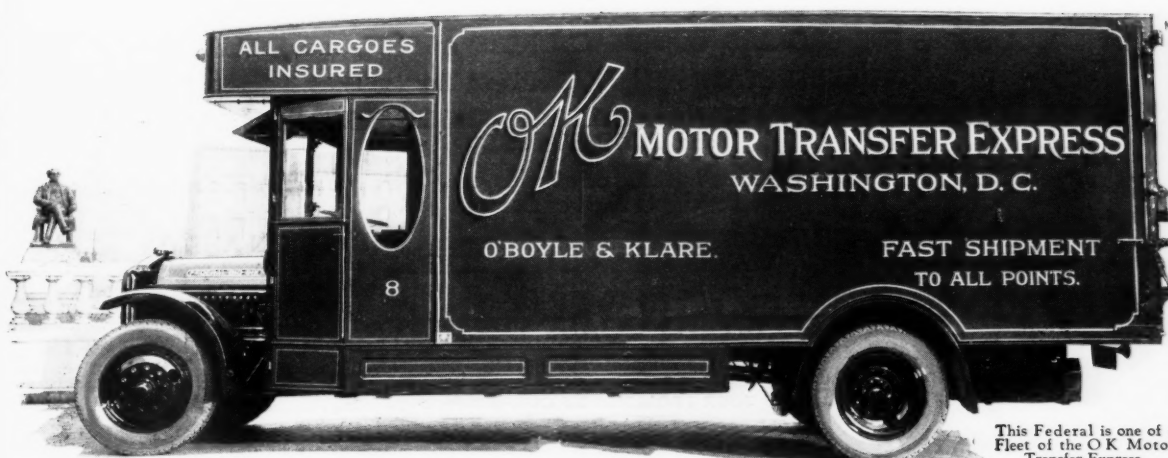
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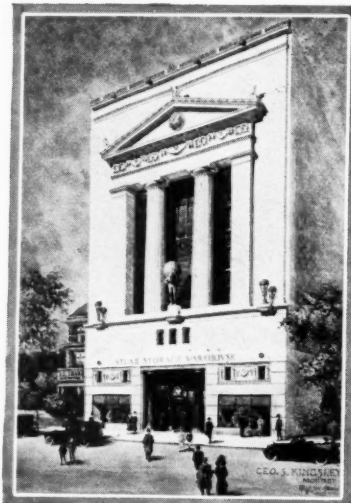
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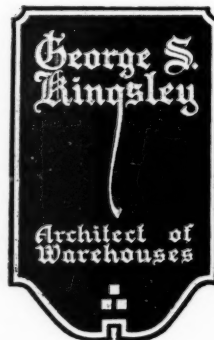
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New York City



# DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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Transportation men know that the *greater the tonnage hauled, per unit, the lower the cost per ton*. The manufacture of the GMC line has always been based on this maxim. Hence it is only natural that General Motors has constantly studied the means of making this possible for every kind of motor haulage.

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Convincing evidence of satisfactory White Truck performance is the fact that over 400 storage and warehouse companies operate White equipment. These companies are shrewd buyers demanding full value for every dollar they spend and getting it with every White Truck they buy. Their judgment is your own best guide in spending your transportation dollar.

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CLEVELAND

# WHITE TRUCKS

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# DISTRIBUTION AND WAREHOUSING



**The Business Paper of the Warehouse Industry**

Volume 25

NEW YORK, MAY, 1926

No. 5

## New Business for Warehouses

### VI.

### *Service Essential to Hold Account Once It Has Been Obtained*

#### Why Do You Lose Patronage?

THAT is a blunt question which the storage executive should ask himself after he has read the accompanying sixth article in this "New Business for Warehouses" series.

The author has been chatting with a number of industrial traffic managers during recent traveling in various parts of the country—and he here sets down some of his impressions, gained from shippers not wholly satisfied with the service they have been getting.

Read how one warehouse lost 91 customers in four years—and why!

"**B**UYING or selling, old friends are best!"—thus runs the old homily. Translated into the words of American business, this means that "biggest profits flow from repeat orders." Sellers of goods submit to any expense in order to book an initial order from a new customer, trusting to their ability to satisfy for obtaining the long series of repeat orders that are reasonably sure to follow.

In this series of "New Business for Warehouses" articles during the past few months have been presented suggestions for making initial contacts with new patrons. Such a purpose is the intention of the author; and yet possibly it will be worth while to pause, for one issue, to consider how to hold the new customer when once he has been secured.

This problem has been forcibly brought to attention during the past two months when occasion has offered to interview thirty or forty manufacturers who are large patrons of the public warehouses of this country. It has been quite a shock to have these men,

one after another, utter complaints against some of the warehousemen—not all warehousemen, of course, but yet a good many who stand high with the profession.

"We use about 130 warehouses," was the complaint of a maker of food products, "and I've made up my mind to change about a third of them. They are too slow in getting out our shipments. Our customers [chiefly grocers and restaurants] grumble all the time, and our salesmen are always slipping up on re-orders because the last order was two or three days late."

Almost the identical dissatisfaction was expressed by the vice-president of a Chicago wholesale grocer, whose traveling men cover every city of this country and Canada, when he said [late in March]:

"Our form of instructions to the warehouses states plainly that we want the warehouse receipt immediately, together with an invoice for draying and handling charges and the first month's storage, but

# NEW BUSINESS FOR WAREHOUSES

the warehousemen either can't read plain English or they don't care. Groceries are handled on mighty close margins, and we must have these charges in order to figure costs.

"The warehouses send a flock of solicitors to us for our patronage. They all want our business, but only a few of them come across with perfect service. Here's a case in point:

"It's the A Warehouse. Last September we consigned to them three carloads of canned goods from the Pacific Coast, shipped by boat to Philadelphia and

thence by rail to the warehouse. They had five weeks' notice of arrival, and easily 60 per cent of the three cars were ordered out in advance of arrival, so they never had to go into the warehouse beyond the assorting floors. It was two weeks before they completed shipping out those orders; more than a dozen customers had to have direct shipments from Chicago to tide them over. Do you blame us when I tell you I am looking for a better warehouse connection in that city?"

## Why Do You Lose Accounts?

**A** WAREHOUSE, whose name and city must be withheld, that did a business of \$54,000 last year at a handsome profit, is continually losing good accounts. In four years, 91 customers have quit doing business with this warehouse. The list, of which details happen to be available, contains enlightening information.

Of the 91 accounts, 2 became bankrupt or quit business; 4 withdrew from the local market; 5 grew so large that they constructed their own storage buildings in the city; 8 were only "temporary storage" to begin with.

The others, 72 in number, became largely patrons of competing warehouses in the same city (including 4 or 5 which have adopted a policy of shipping direct or through one of the freight forwarding companies).

The total revenue to the warehouse in question from these 91 accounts, while they lasted, was more than \$61,000 a year—calculating each account at the amount of its highest revenue in any single year since 1921. On an average, therefore, this warehouse has lost accounts to the extent of \$15,250 of revenue for each of the past four years. Circumstances with this particular warehouse have been peculiar and unusual during these same years, just as they always are with many warehouses. Chief of these conditions is that it has been short of space and its aisles always littered with goods for which no pile space was to be found.

These peculiar conditions were unknown to the customer. Even had they been understood, the dissatisfaction would have been the same, because the patron who pays the warehouse's charges expects the service for which he pays, without elaborate explanations and plausible excuses.

Out of the 72 accounts that went to

other warehouses, 11 had each yielded an annual revenue of more than \$1,000. One of them was worth upwards of \$3,200 a year; another more than \$1,000 a month. During the weeks since the information became available it has been possible in a more or less informal manner to inquire of some of the lost customers as to why they quit the warehouse.

"Their manager failed to keep his promises," was the frank statement of one of these 11 accounts, "and when he told our district sales manager that a shipment would be made, we could never rest certain that it would go out. They had a habit of making out their freight billing with date written in and then not delivering to the railroad until next morning. The receiving clerk at the freight depot did not stop to examine the date and signed the bill-of-lading with yesterday's dating. When the papers got to us, they looked all right; but after a lot of complaints our traffic department scrutinized all the papers and found too many errors of this sort to be explained away. We concluded they made a practice of this clever stunt. They are too clever for us, and we went to another warehouse."

Thus was lost an account of \$1,940 a year.

## Pied Piper Wanted

Another of the lost accounts is one that is a terror to many a warehouseman. It is that of a baking company, whose traffic manager tells:

"The X outfit is just another warehouse that hasn't learned the value of a good warehouse cat. With our goods, we expect rats and mice to work havoc; it's an inherent quality of the goods, but the X warehouse was too much of a rats' nest for us.

"Yes, we've changed from the next one, too. We're always doing it, but

when we do find the right warehouse in a district, we sure do shoot them the goods. It's beyond me why all warehouses can't do what some of them seem to do—get rid of rats and mice. We store with one in Pittsburgh where we ship 250 to 300 carloads a year, and in several years our goods have not shown a single rodent trace. That's not the only one, either. A good many others have found the secret of a Pied Piper."

The largest of the lost accounts, the one which yielded \$1,000 per month, gives this explanation, through the words of its general manager:

## Shipping Goods Out

"Oh, the X warehouse is another of the Also-Ran's. It's a warehouse in name only—not in brains. Their records were fine; and few of our connections were better in balancing inventory. They do another thing that we like, which is that if a package has been damaged in transit they make a freight claim for it on the spot without carrying the package as out-of-condition. We always knew that everything of ours stored with them was in A-1 shape.

"But they didn't know A B C about shipping goods out. That's the fault with most warehouses. Three or four hours of delay on their part means a day lost to our customer; and this thing is getting worse every year, because so many of the railroads run their package-merchandise cars only alternate days or twice-a-week against the old way of a car every night. When the warehouseman misses the freight house by a few hours, it may mean three days' loss to someone else.

"That's the reason we quit the X warehouse. They're like ninety-five per cent of all the warehousemen in America, slow shippers."



# NEW BUSINESS FOR WAREHOUSES

## Service Pays

TWO days after talking with this manager it so happened that the luncheon hour brought together a small group of whom one is president of an association of manufacturers. Unwittingly he told a warehouse incident which beautifully illustrates how service of the right kind repays the warehouseman.

His company is a manufacturer of fences; the goods are stored, in from 30 to 35 cities, with public warehouses. He related that one day John Doe came to him soliciting business for his warehouse, which is located but 97 miles from the factory.

"I told him," said the manufacturer, "it was ridiculous to warehouse a stock of fences 97 miles away; that we could ship just as well from the plant; but that if he would open a warehouse a thousand miles away and do the things he said he could do that he might count on our custom."

Read, however, what follows:

## Making Good

"John Doe wouldn't take any such answer. He persisted in telling me that his warehouse would give such quick delivery to all nearby points that our fencing would open up a world of new volume; and to shut him up we consigned him one carload—24 tons. Pretty soon our sales sheets made every one take notice about the office. Right there, in three or four counties almost close enough to catch the soot from our smokestacks, our fencing began to get a popularity we had never guessed.

"That first season [1922] 112 tons of our fence went through John's warehouse. The next year it was 350 tons; the next 650; and last year [1925] the total was nearly a thousand tons—980 to be exact.

"The territory surrounding John Doe's warehouse uses more of our fence per acre and per capita than any other section of the U. S. A., and the only reason is John Doe's warehouse service. Our fence is easy to sell there because the salesmen can guarantee delivery in a few hours or next day—always two or three days sooner than any competing salesman dares promise—and the best thing about it is that John Doe lays down the fence right on the dot. If we had more

warehousemen like him, our factory would work double shift."

Possibly an incident of this manufacturer's dealings with John Doe may be not amiss. He told, among other things, this:

"Last week I called John by telephone to ask him to rush some fence to the Burlington freight station for a farmer who wanted to build a new

## Pointing the Way

IT is common knowledge that many industries have trebled and quadrupled their total volume of business by wisely planned and long-sustained advertising campaigns.

The day is coming when warehousing as an industry will adopt that method to tell its story to Business America.

Until then our industry may be advertised by the practical warehouseman only as he may get the ear of the non-user of his service.

The non-user class has a tremendous volume of business which requires distribution to retailer and consumer.

The text of this "New Business for Warehouses" series will suggest ways of guiding that distribution through the public warehouse.

sheep corral. I knew it was almost four o'clock, that the Burlington depot closes at four, and that the merchandise-car we waited to catch goes only three times a week. John was so firm in promising to catch the car that I was ashamed of myself, for, to tell the whole story, I had been sleeping on that order since eleven that morning—just too busy to telephone John. But John, the sly old codger, told me that although the front door closes at four he is always able to get through the Burlington's back door until five o'clock with his shipments. I'll bet you another lunch he has them in the palm of his right hand the way he has us—his superlative service keeps them under eternal obligations."

## Holding Old Customers

THE warehouse sells service. It has little else to offer. No greater mistake is made by some manage-

ments than that they are seeking always for new "accounts," while losing old ones. All the effort poured in at the top of the business, so to speak, is allowed to run out at the bung.

Present customers are the best field for developing new business. It will be found by inquiry that they appreciate the right warehouse service, and if your warehouse gives this service, present customers afford a rich field for selling more of your warehouse space and services.

The territory over which distribution is made from any warehouse can be enlarged if the shipping service is such that delivery from your warehouse is quicker than that from another location.

Miles of distance, advertised railroad or truck schedules, small differences in the freight rate—all these shrink into nothingness if delivery is speedy.

Profits accrue from fast turnover of goods in trade. The warehouse cuts costs because it promotes such turnover. Any warehouse, therefore, that clips delivery time makes a record with the owner of stored goods—a record written in his profit and loss account.

One form of new business, therefore, is to get more business from present customers; first, by so serving them as not to lose the accounts after all the cost of obtaining them; and, secondly, by cultivating the tremendously rich selling field of getting more business from present accounts.

## Arbitration Bulletin

At several warehousing trade association meetings in recent months the suggestion has been advanced that the industry's organizations take advantage of the machinery of the American Arbitration Association in the adjusting of controversies with customers.

For the information of storage executives who may be interested in the idea there is available the arbitration body's Information Bulletin No. 1, a copy of which may be obtained by addressing the association at its headquarters, 342 Madison Avenue, New York City.

This bulletin includes such subjects as Consolidation of Arbitration Organizations, United States Arbitration Act, How to Arbitrate, Standard Arbitration Clause, Rules and Forms of Procedure, Federal Department Activities, State Legislation and Trade, Commercial and Professional Organization Developments.

# Federal Truck Bill Will Not Pass at This Session of Congress

*That Some Form of Regulation Is Likely Eventually,  
However, Is Opinion of Warehouse Executives  
Who Testified at Senate Hearings*

**O**PINION emanating from warehousing quarters and supported by information obtained by *Distribution and Warehousing* from confidential sources at Washington is to the effect that Congress will not, at its present session, enact any law to regulate interstate motor vehicle commerce.

Persons close to the Senate committee—headed by Senator James E. Watson of Indiana—which heard testimony at hearings conducted in March and April, left Washington convinced that neither the Cummins-Ainey bill nor any other truck regulatory measure would be reported out by the committee.

The general view appeared to be that regulation of some character was certain to develop eventually, but that action at an early date was unwise.

The hearings brought out a great deal of valuable and constructive information on the motor transport problem. This had educational results, doubtlessly putting members of Congress in a position where they can deal intelligently with the subject when the time comes.

In the opinion of Henry Reimers, executive secretary of the National Furniture Warehousemen's Association, the Congressional committee seemed to be impressed that the Cummins-Ainey proposal was largely a railroad measure designed to curb competition by motor trucks.

"Some of the members of the committee," according to Mr. Reimers, "who feel that eventually there must be regulation of the motor vehicle in interstate commerce believe that the job must be done by the Interstate Commerce Commission and not by using State Commissions as Federal agencies, as proposed in the Cummins bill."

Public warehousing, and truck interests with which warehousing is identified, were well represented at the

hearings and their contentions were adequately presented in the oral testimony.

In addition, representatives of the National Furniture Warehousemen's Association interviewed personally a number of the committee's members and in this way the points of opposition, as prepared by household goods warehousing, were better called to the Senators' attention than at the hearings.

The peculiar nature of inter-city removals was recited, as were the hardships to which warehousemen would be subjected should the Cummins-Ainey bill be enacted.

The N. F. W. A. representatives submitted, for the records, the special resolution which had been drawn up by the association's committee appointed—at the Memphis convention last January—to handle the situation. This committee comprised T. Y. Leonard, Detroit, chairman; P. J. Mills, Des Moines; S. S. David, Chicago; Julian Gibson, St. Louis, and George Sebold, Elizabeth, N. J. The resolution, which was published in full in the April issue of *Distribution and Warehousing*, asks that household goods warehousing as an industry be exempt from the operation of the Cummins-Ainey measure.

At the Washington hearings the N. F. W. A. was represented by its president, E. B. Gould, San Diego, Cal.; its executive secretary, Henry Reimers, Chicago; its attorney, R. J. McKenna; and A. A. Leonard, Detroit, taking the place of T. Y. Leonard as the special committee's chairman.

At the close of the hearings held in March Senator Watson said his committee would be called together to consider the question of policy involved in the proposed legislation and would decide whether there should be regulation, as proposed, at this time. Should the decision be in the affirmative, he declared, then a sub-committee would be instructed to draft a bill.

**P**ART of the accomplishment of the N. F. W. A. representatives while in Washington was the arousing of the Federal Bureau of Public Roads in opposition to the bill. Thomas H. MacDonald, the bureau's chief, and other bureau officials were heard and their testimony apparently carried great weight with the committee.

In answer to questions by Senator Watson, Mr. MacDonald said he did not favor the proposed bill, although he was in favor of regulation. The Cummins-

Ainey measure, he declared, was heading the Government toward trouble—was placing the Government in the position of regulating in detail conditions of wholly local concern. He said the Government should proceed slowly. His idea was that the Government should assume complete jurisdiction over interstate motor traffic and then say to the States that if they would establishment uniformity in laws and regulations, with complete reciprocity among the States, then the Government would leave regu-

lation to the States and would retain only jurisdiction of appeals from the States in cases where the States could not agree among themselves.

Senator Fernald asked whether Federal regulation would be needed if the States had uniform laws and regulations. Mr. MacDonald said he believed the situation would be largely met if the States had such uniformity and also effected reciprocity.

Mr. MacDonald made the point that there was a fundamental difference be-

tween rail and motor vehicle transportation, in that the railroad furnished its own roadbed and equipment, whereas the public furnished the highway for the motor vehicle. He said that the maintenance of the highway was an essential part of motor transportation and that the regulating bodies ought to have the advice of the engineering departments of the Federal and State governments in providing rules and regulations for operators on the highways.

#### Short Haul Profitable

Approximately 70 per cent of the highway traffic moved distances less than thirty miles, Mr. MacDonald stated in connection with his opinion that the problem was largely a local one.

J. G. McKay, also connected with the bureau, said that surveys had disclosed that the short-haul motor traffic was profitable, while the long haul was not; and H. R. Trumbower, a bureau economist, put into the record studies relating to taxation of motor vehicles.

Following are the highlights of some of the testimony offered by various other interests:

A. P. Marsh, New Britain, Conn., representing the Connecticut Warehousemen's Association and the Motor Truck Association of Connecticut, said the motor truck industry was in its infancy. Alluding to amendments proposed by the bus operators, he said he would offer another amendment—to strike out the whole bill.

"Why don't they call this bill a bill of elimination and not of regulation?" he asked. "If it is enforced there will be nothing to regulate."

Service by motor truck was of such a specialized character, Mr. Marsh argued, that rates could not be prescribed to cover the various services performed. Fixing rates for motor transportation was an impossibility, he declared. He characterized the bill as "a railroad measure," and urged the committee to defer action.

H. S. Shertz, representing the National Team & Motor Truck Owners' Association, of which many warehouse companies are members, said, in opposition, that in the evolution of highway transportation of freight there had been enacted regulatory laws in only twelve States and that in a large number of those States it had not been necessary to make use of the power granted, which he believed was clear evidence that there had been no real demand for such regulation.

#### A Fanciful Fear

"This bill," Mr. Shertz said, "is proposed upon the premises that there is a real competition between the motor truck for the hauling of freight and the established rail carriers. This fear is more fanciful than real. There have been numerous statements by railroad officials, as well as sworn testimony, that their study of the problem has developed the fact that the highway is a necessary agency in transporting the short-haul,

less-than-carload, unprofitable traffic of the railroad and that they regard highway transportation of freight as not being essentially competitive with their business.

Mr. Shertz said the motor truck only became a real agency of transportation in the war period and that it had not had the opportunity to stabilize itself. He said those who risked their capital in establishing public service over the highways were the prey of the private carrier or the so-called contract hauler and that neither the Congress nor the States had the right to force regulation on the private carrier. He said if the proposed legislation was offered in a constructive spirit, the effect would be exactly the opposite.

"He who would as a common carrier assume the necessary burdens of regulation would be unable to receive the benefits of regulation because the cream of his business would be pilfered from him by a private carrier, unhampered by regulation," he said.

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**T**HERE appears to be little likelihood that Congress will at its present session enact any regulation affecting interstate commerce by motor vehicles. Such is the opinion carried away from Washington by warehousing's representatives who placed the storage industry's position before the Senate committee which held hearings on the Cummins-Ainey bill.

Meanwhile what took place at the committee's sessions in Washington is of interest to all truck operators, and the highlights of the hearings are here set down.

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"This problem has got to be worked out by the operators themselves in the evolution of the business. It cannot be aided at the present time by regulation. It is held further, on behalf of those represented, that as soon as they have stabilized their business they will come voluntarily to the Commission and the States and ask for such regulation as will give the public the same benefits that the railroads have obtained through regulation."

Mr. Shertz claimed there had been no public necessity shown for regulation. The motor truck needed constructive encouragement from public agencies, he declared. Under the terms of the proposed bill, he asserted, the only highway operation that would be possible would be by large corporations with considerable capital, and that if the measure were enacted "the eventual result would be an acquiescence of the operation of the highways by the railroad affiliated companies."

Declaring that impetus for the proposed legislation had come from the State commissioners, Mr. Shertz said he believed that the commissioners, if desig-

nated by Congress as Federal agencies, would have to await action by their Legislatures before they could function under the Act. The result would be, he declared, that the immediate burden of the whole situation would be thrown on the Interstate Commerce Commission, already over-burdened.

#### Intrastate Control

Commissioner Ivan Bowen of the Minnesota Railroad and Warehouse Commission declared, in opposing the bill, that if it were enacted the effect would be to deprive the State Commission of control over intrastate motor traffic in Minnesota.

Theodore D. Pratt, general manager of the Motor Truck Association of America, Inc., appearing for that body, and for the Truck Users' National Conference with which a number of household goods warehousemen are identified, told the committee he did not think that the motor truck transport industry would survive legislation such as that proposed.

"The carriage of passengers and freight by motor truck are two distinct things and should not be confused," Mr. Pratt said. "We are here representing the motor truck side of the question and our remarks are to be construed as applying only to that."

H. E. Manghum, attorney, appearing for the same two organizations, attacked the legality of the proposal embodied in the Cummins-Ainey bill for use of State agencies to regulate interstate motor vehicles.

Clinton Robb, representing the Truck Users' National Conference, declared no case had been made out for regulation of trucks.

W. B. Hiner, opposing the bill on behalf of the Indiana Transfer & Warehousemen's Association, Inc., reviewed the troubles which he said Indiana truck operators had had with Ohio authorities while operating from Indiana points to Ohio points. He declared the bill had been drawn by enemies of the motor truck industry.

#### As to Rates

John M. Lennon of Boston, representing E. P. Winward & Son, extensive motor truck operators in Rhode Island, Massachusetts and Connecticut, favored "some such law as would bring the trucks under control." In answer to questions he indicated he believed the best solution of the problem would be to have Federal regulation vested in the I. C. C. or some other Federal body rather than to do as provided in the bill. His desire for Federal regulation, he said, was that rates for motor truck service might be stabilized. He said under existing conditions such a concern as he represented was bothered by "gyp" motor truck operators who would pick up a load here and there at reduced rates.

"You want uniformity of rates and let the best man win," Chairman Watson said.



Mr. Lennon said that was what he desired.

At one point in the hearings, in connection with discussion of regulation of truck rates, Senator Fernald of Maine said he did not see how that could be accomplished in view of the conditions surrounding the operation of trucks.

#### Taxation

Samuel L. Lipp, Cincinnati, a member of Ohio's House of Representatives and who is attorney for the Ohio Association of Commercial Haulers, which includes many warehousemen in its membership, opposed the bill, saying that the transport of goods by truck was in its infancy and that it was a short-haul business. He wondered whether "we are not getting a little ahead of ourselves in the matter of regulation." He said the motor truck industry had not reached the point of stabilization where it could figure the cost per mile to determine fair rates. He insisted that operators in Ohio were paying for the use of the public highways. He said they paid a tag license tax, a gasoline tax of 2 cents a gallon, a personal property tax, and other taxes paid by everyone, and that they paid a public utility tax of from \$80 to \$230 a vehicle.

Commissioner Webster, of the Iowa Commission, chairman of the legislative committee of the State Commissioners' Association, made the following statement:

"After the decision of the Supreme Court in the *Buck vs. Kuykendall* case, it was recognized by our national association that some form of legislation on interstate movements of buses and trucks was necessary. Accordingly, a committee was appointed by our president, and a bill drawn and submitted to our national association in convention and indorsed by every State represented, with the exception of Minnesota.

"Numerous conferences have been held with different interests in the endeavor to iron out the differences and save time in presenting it before your honorable committee. The result is that a number of amendments will be presented later. We do not claim the bill is perfect, but it has been drawn with all fairness to all interests as near as our committee could do.

#### State Rights

"The public is vitally interested in the bill, as well as the bus and truck owners, and as semi-judicial bodies it is our only desire to serve all interests with fairness. The State commissions are not seeking additional power particularly but believe that some form of legislation of this kind is the logical solution."

Mr. Benton then made a detailed statement of the history of the movement in favor of Federal legislation, and the development of the situation which the bill was designed to meet. He referred to the regulatory provisions adopted by the several States and pointed out that the right of the States to require registration of all motor vehicles operated upon their highways has been upheld by the

Supreme Court in *Hendrick vs. Maryland*, 235 U. S. 610, and in *Kane vs. New Jersey*, 242 U. S. 160.

"When the motor vehicle began to be used upon the highways for common carrier purposes the necessity for its regulation was soon recognized, and laws were passed in most of the States providing for some form of commission control," Mr. Benton continued.

In a majority of the States the operator of a motor vehicle was required to obtain a certificate of convenience and necessity as a prerequisite to engagement in the business of a common carrier and, until 1925, State laws on the subject were treated as applicable alike to intrastate and interstate operators, he said. The decisions of the Supreme Court in *Buck vs. Kuykendall* and in *Bush vs. Public Service Commission of Maryland*, however, Mr. Benton said, changed that situation.

"As introduced, the bill provides for classification of motor carriers into two classes—Class A and Class B. Class A motor carriers are defined as all motor carriers engaged in transportation as common carriers in interstate commerce between fixed terminal or over a regular route. Class B carriers are defined as 'all other motor carriers engaged as common carriers in interstate commerce.'"

#### Class B Carriers

Mr. Benton said that in a conference on March 21 the State commission group had agreed on an amendment which would eliminate Class B carriers from the bill and confine it only to the Class A carriers as described, leaving the Class B carriers to be regulated by State authority solely, with the reservation that such should be the case until Congress saw fit to legislate with respect to that class of carriers.

Senator Fess, of Ohio, expressed apprehension that, under the bill, there might develop a dangerous conflict between Federal and State authority. Mr. Benton did not think so. Mr. Fess asked why not create a separate division in the Interstate Commerce Commission to deal with the subject of regulation of motor carriers. Mr. Benton begged the committee not to enlarge the Commission in order to add to its functions. He believed such an increase would not increase the Commission's efficiency. Chairman Watson also asked why not give the whole job over to the Commission. Mr. Benton dwelt on the growing centralization of power in Washington and urged that it was not in the public interest to require an operator of a motor vehicle between two points in the far West to come to Washington to get permission to operate. He said the business it was proposed to regulate was essentially local in its nature. He said the bill was a step away from centralization of authority in Washington and he urged the committee, when it took up the bill in executive session, to pass first on that principle.

Senator Fess asked Mr. Benton's views of the allegation that there was

too much regulation of transportation through the Federal and State commissions. Mr. Benton said it was a popular fallacy that State commission regulation had been injurious to the transportation system and contended that such regulation for a number of years had been conservative and constructive.

#### Constitutionality

Frank M. Hunter, formerly chief counsel of the Pennsylvania commission, and a member of the committee of the National Association of Railroad and Utilities Commissioners which participated in the drafting of the motor vehicle bill, defended the constitutionality of the bill.

Preliminary to a discussion of legal phases of the bill, Mr. Hunter said, it was pertinent to point out that it prohibited the embarkation in interstate motor vehicle common carriage unless the fact of the public convenience and necessity should be established; that after operation had begun it prohibited the charging of unreasonable or discriminatory rates and required adequate and continuous service. He said the fact of convenience and necessity; the fact of unreasonableness or discrimination, or *vice versa*; or the fact of inadequate or noncontinuous service were permitted to be determined in the first instance by State utility commissions, with the absolute right of appeal to the Interstate Commerce Commission. He said the Federal Commission would function in the first instance as a determiner of facts in the place of States that had no utility commission or where a State commission abstained from acting under the measure.

#### Convenience and Necessity

Mr. Hunter said he did not share the view that the measure would be unconstitutional and that he denied that it undertook to delegate nondelegatable power. He said no one disputed the doctrine of *Cooley vs. Board of Wardens*, 12 Howard, 229, that "if the States were divested of the power to legislate on this subject by grant of the commercial power to Congress, it is plain this Act could not confer upon them power to legislate." Mr. Hunter said the bill conferred no power on the States to legislate on interstate commerce. He said it did permit the State commission to find facts and that such a permission had never been judicially struck down. He said the theory of determination of public convenience and necessity and of reasonable and nondiscriminatory rates was that if all the relevant facts were disclosed, the conclusion as to convenience or necessity or adequacy of service or as to reasonableness and discrimination of rates became self revealed—that it rose up automatically and irresistibly from the disclosed facts, the salient thing being the assurance of full disclosure of all the relevant facts.

Lucien S. Storrs, managing director of the American Electric Railway Association, appearing in support of the bill, said he represented substantially all the

urban and suburban electric railway lines in the country of which some 275 operated about 6500 motor buses over approximately 12,000 miles of route. He dwelt on the extent of the electric railway industry. He said the business of supplementing electric railway service with buses was growing steadily.

Dudley Farrand, vice-president of the Public Service Corporation of New Jersey; Alonzo Williams of the United Electric Railways of Rhode Island; and C. B. Hammond of Elmira, N. Y., urging passage of the bill, brought to the attention of the committee situations confronted by their lines. They complained that, with interstate bus operation not regulated, bus lines were taking

business from them simply by beginning operation a few feet beyond the boundary line of the State in which the electric lines operated, while the transportation service of both the electric lines and the bus lines was practically an intrastate service.

Former Governor Harding of Iowa, and John Carpenter, representing the mayor of Montclair, N. J., appeared in support of the proposed legislation.

Clyde H. Jones, member of the Indiana public service commission, appeared in support of the bill. He told of conditions in Indiana and Ohio to illustrate that the time had come for Federal legislation on the subject. He said Indiana motor truck operators who

had attempted to cross the Ohio line had been arrested.

J. J. Murphy, chairman of the Board of Railroad Commissioners of South Dakota, told the committee that the problem involved was not a railroad problem nor a motor vehicle problem, but that it was primarily a problem of public concern and that it should be so treated. He said any solution that was not in the public interest would not be a proper solution. He believed there were no inherent difficulties with respect to regulation of the motor vehicle.

Representatives of electric railways that face competition from unregulated motor bus operators appeared before the Senate committee March 24 in support of the Cummins Bill.

# Inquiry Into Port Charges Is Resumed by I. C. C.

*Hearings Tentatively Set for June and Railroads Serving  
North Atlantic District Are Requested to Prepare Data  
in Re Storage, Handling and Other Services*

**A**NNOUNCEMENT is made by the Interstate Commerce Commission that hearings may be held at various ports during June in its investigation of charges, by the railroads, for wharfage, handling, storage and other accessorial services at Atlantic and Gulf ports.

This inquiry has a direct bearing on the public storage industry, which, through a committee of the American Warehousemen's Association, has presented, in the past, opposition to alleged unfair practices and inequitable charges in competition considered to be unfair to the warehouse business.

Under a notice issued recently by the Interstate Commerce Commission it is pointed out that while the order of investigation in this proceeding covers the charges revenues and practices of railroads which serve Atlantic and Gulf ports, the Commission has concluded that it should deal first with the North Atlantic ports, and "if it develops further hearings are required at South Atlantic and Gulf ports," announcement will be made in due time. The hearings tentatively set for June, accordingly,

will cover conditions at the North Atlantic ports only. The I. C. C. notice says further:

"The United States Shipping Board, having a special interest in the proceeding, requests that the railroad carriers submit at the hearings testimony or documentary evidence in response to the questions outlined in Appendix A. Rail carriers that have port facilities at North Atlantic ports, including those carriers that serve territory competitive with North Atlantic ports through their port facilities at Norfolk, Va., should upon receipt of this notice, begin the preparation of data necessary to respond to the inquiries of the Shipping Board, and will be expected to advise the Commission whether the work can be completed in sufficient time to set the proceeding for hearing at the various ports for some time in June, 1926."

The general scope of the proceeding relates to the water terminal facilities of railroads at various ports; the revenues received from that service; and the cost of operating those facilities as more specifically outlined in Appendix A of the foregoing notice to the carrier.

## *Text of Appendix*

**A**PPENDIX A contains so much that is linked with public warehousing that it is published herewith in full:

"The words 'Terminal Charges,' as herein used, refer to charges, excluding switching charges, for handling commodities, from the time they leave the 'line haul' to the time they are discharged on dock at shipside, or in adjacent sheds, under circumstances that the railroad

has no further responsibility for their physical movement. The term includes wharfage, if any; also dockage, if any; also storage incident to the movement in regular course of transportation; it does not include 'warehousing,' for general storage purposes; nor does it include 'elevator' service.

"The term 'rail-water' terminals, as herein used, means a rail terminal at a port at which ocean-going vessels, oper-

ating in coastwise or foreign waterborne commerce, take on or discharge cargo.

"Subjects to be covered:

"(1) At what ports subject to this investigation has the reporting railroad rail-water terminal facilities; and if more than one port, which of these is regarded as its principal rail-water terminal? Has the road the customary terminal facilities, exclusively rail, either

for freight or passengers, at the same port, separate and apart from its rail-water terminals?

"(2) Describe such rail-water facilities at each such port, including a map of the terminal and also such plans and photos of the terminal as are reasonably available.

"(3) If the road has warehouses and elevators incident to rail-water transportation at such port, describe these with the terminal.

"(4) Give general description by types and kinds of the handling equipment at the rail-water terminals.

"(5) Give history of such rail-water terminals in a physical sense; including full statements of expansions and substantial replacements, from time to time.

"(6) Give a financial statement (estimated, if not known) showing the total capital invested in rail-water terminals in each port separately, whether direct or through subsidiary corporations. Also show what stock, if any, is owned by reporting railroad in other water terminals; and also in steamship lines.

"(7) What stock, if any, is owned by the reporting railroad in other rail lines, which other lines have rail-water terminals at the same or other ports?

"(8) What territory in the United States is chiefly served by the ports at which rail-water terminals owned by the reporting road are respectively located, both as to outgoing and incoming freights; and what are the principal commodities handled over such terminals either as shipments from or shipments into such zones; limiting the statement to shipments transported by ocean-going vessels in foreign or coastwise service, to or from such terminals?

"(9) What water terminals at such ports (other than those of the reporting railroad) does the reporting road reach, either with its own rails or through switching connections with other roads; also state what water terminals at such ports are not so reached.

"(10) State the extent of use of road's rail-water terminals for years 1923 and 1924, including following items: (a) Number of vessels which used the terminal and quantity of cargo dis-

charged by them and the quantity delivered to them; (b) what proportion approximately of such freight was bulk freight, and what proportion approximately was package freight; what was the nature of chief commodities moving in bulk?

"(11) What volume approximately of freight on which the reporting road performed a line haul was switched between line of road during 1924, and water terminals at same port other than reporting road's own water terminal? Also, the percentage it bears to the total water-borne tonnage through the rail-water terminals of the reported road?

"(12) What other ports, in respect to the chief commodities transported by the reporting road, are regarded as competitive?

"(13) Furnish reference to all tariffs, and furnish copies of any other regulations affecting terminal services and charges at the rail-water terminals of the reporting road; also state at what ports such tariffs or regulations are applicable.

#### "Free Time"

"(14) State regulations regarding 'free time,' both as to freight consigned locally and as to freight in transit between line-haul and ocean-going vessels. State variations, if any, existing as to 'free time' allowances, as between various commodities; as between points of origin of shipment; and as between export movements and coastwise movements.

"(15) State the extent, in tons, to which the terminal services on traffic handled at each rail-water terminal, during the year 1924, were included in the rates for the line-haul transportation.

"(16) If such charges have been included in the line-haul rates on a particular commodity when shipped from a particular point in the interior, but not included when shipped from other points to the same rail-water terminal, give full statement of all such cases occurring during the year 1924; also give reasons on which such variations of treatment were based.

"(17) Give the following information for the year 1924, with respect to each rail-water terminal operated by your company:

"(A) Location: Give name of rail-water terminal, name of port, and State in which located.

"(B) Operating revenues: Give statement of all revenues received from the operation of above rail-water terminal. The statement of revenues should show:

"(a) Revenues received from dockage or berthage charges for vessels mooring alongside.

"(b) Revenues received from charges for wharfage or privilege of using the inner covered wharf space.

"(c) Revenues received from storage charges assessed on freight held beyond free time.

"(d) Revenues received from handling charges or charges assessed for trucking, stacking, and otherwise manipulating freight between car and ship.

"(e) Revenues from the operation of above rail-water terminal received from sources other than those above specified. If such revenues are relatively large, state principal items and amounts.

"(f) Total revenues received from the operation of above rail-water terminal. Total of items (a) to (e) inclusive.

"(C) Operating expenses: Give statement of operating expenses properly chargeable to the operation of above rail-water terminal, classified by primary accounts. If actual expenses can not be determined, make an estimate on some appropriate and equitable basis with explanation of basis used and reasons therefor. Statement of expenses desired should exclude switching expenses between the carrier's train yard or classification yard and the rail-water terminal.

"(D) Taxes: Give statement of taxes, estimated if not known, chargeable to above rail-water terminal.

"(E) Miscellaneous: Include therein any other items of expense properly chargeable to the rail-water terminal operation not previously specified.

"(F) Investment: Give statement of investment, estimated, if not known, involved in above rail-water terminal."

## Horatio Alger in the Modern Business World

PERHAPS no story of modern business is more fascinating than the tale of the poor boy who has climbed the ladder of success in his chosen vocation. Such "inspirational" accounts are widely published in the magazines of the country for the sufficient reason that the public enjoys reading about men who started on "their own" and made good through initiative, vision and hard common sense.

It has been said that warehousing is in its second generation, in so far as the present-day personnel of the industry's companies is concerned. Sons are now preparing to take over

their fathers' plants—which was not the situation twenty years ago except in scattered instances.

The fathers are the ones who began on a shoestring—and it is the stories of these fathers that are inevitably of interest.

#### The "Album" Series

To tell these stories is the primary purpose of the "Old Family Album" series which was inaugurated in the April issue. Correspondents are digging up the facts in many cities of the country, and already a year's supply of such articles is ready for the printers.

The storage executives who started out with money, or with their business already handed to them on a silver platter, will not be the subjects of these texts. The industry is honey-combed with men whose careers are illustrative of the old saw that America is a land of opportunity and democracy. The late Tom Skellet was a splendid example—a foreign-born penniless boy who fought his way to prominence. Such "success stories" the industry will, we believe, want to read, and this they may do by turning the pages of the old family album as it is opened to them.



# Arguments in Rate Structure Inquiry Will Be Heard by I. C. C. on May 19

ORAL arguments in the Interstate Commerce Commission's freight rate structure investigation, in which public warehousing is interested through having filed a memorandum setting forth the industry's position as interpreted by the American Warehousemen's Association, will be begun at 10 a.m. on May 19 in Washington.

A Senate joint resolution some fifteen months ago authorized and directed the Commission to make a thorough inquiry of the rate structures of the rail carriers to determine to what extent and in what manner existing rates and charges may be unjust, unreasonable, unjustly discriminatory or unduly preferential, thereby imposing undue burden or giving undue advantage, as between various localities, various classes of service and various kinds of commodities.

In March, 1925, the Commission issued an order, No. 17,000, announcing that the inquiry would be held and that hearings would be conducted. The Commission is instructed, under the Senate joint resolution, to make such changes and adjustments of rates and charges as may be found necessary to correct any defects found to exist.

## A. W. A. Memorandum

The memorandum filed with the Commission on behalf of the American Warehousemen's Association was prepared by J. E. Lee, Chicago, president of the merchandise division, and William J. Buchanan, Tampa, Fla., then chairman of, and still a member of, the division's committee on traffic and transportation. The memorandum reads:

"The functions of the warehousing industry have become so closely allied with those of our transportation system and the service rendered is so essential to the expeditious and economical distribution of merchandise, that the welfare of that industry must be considered together with the needs of the carriers.

"In view of the close relationship between the warehousing industry and the carriers in the general scheme of distribution, it is important that the warehousing function be fitted into the construction of rates as well as in the actual distribution.

"It is well known to the Commission that present rate schedules have been made with high regard for the relationship between classes, the relationship between commodities, and territorial relationship, but with little or no regard for cost of service beyond the extent to which that factor might be recognized by the class relationship.

"As a result we now have a system of rates consisting of a single scale, modified by commodity rates, which applies to both less than carload and carload traffic and cannot properly recognize the relative cost of the two classes of service.

## Spreads Between Rates

"The warehousing function is largely founded on the movement of merchandising in carload quantities to the storage point and the distribution to consuming territory in less than carload quantities. It will be obvious to the Commission that the future development of the industry depends largely on the establishment of proper spreads between carload rates and the less than carload rates.

"We suggest, therefore, that the Commission extend its investigation to include a study of the cost of less than carload and carload traffic to the end that the rates charged for each class of service may fully reflect the difference in cost.

"The recent suggestion by the carriers in practically all territories that they be permitted to increase their revenues by substantial advances in the first four class rates is not consistent with the theory of making rates in relation to cost. They should be required to justify such increases by a disclosure of the cost

of the service for which the rate is to be charged and not merely by a showing that total gross or net revenues are inadequate.

"Evidences of the intimate relation between the warehouses and the carriers is found in railroad practice of providing free storage and other terminal service, not included in their rates, at important distributing centers. It is proper that the Commission determines to what extent the carriers are employing their facilities for the purpose of rendering service at noncompensatory rates. Particularly the unloading of pool cars, I. C. I. freight on which they receive only carload rates and the distribution of mixed carloads. We recommend that when carriers' property is found to be employed in rendering service without profit that the value of such property be deducted from the value to be used for rate-making purposes under the Transportation Act.

## Storage-in-Transit

"We believe that it would be in keeping with the spirit of the Hoch-Smith resolution to extend the storage-in-transit privilege to include all food products preserved for future consumption, such as canned peas, corn, etc. This arrangement would encourage the movement of these products to storage points in consuming territories at the close of the producing season, at which time cars are plentiful and refrigerator equipment not required. The producer would be relieved of the necessity of selling his products on unfavorable markets to meet his financial requirements, as he can secure negotiable receipts on his goods stored in transit.

"It is not the purpose of this memorandum to present the subject of warehousing in full detail but merely to suggest lines of investigation which we consider pertinent and to assure the Commission of our willingness to cooperate in any manner desired.

"We trust that the American Warehousemen's Association will be given an opportunity of explaining to the Commission the functions of the warehouse and its relation to transportation."

The Commission, announcing on April 3 that oral arguments would be begun on May 19, requested interests desiring to be heard to notify the Commission promptly regarding the time they believed would be necessary to present their cases, and to confine their arguments to vital evidence and issues and avoid reading complicated and detailed statements.

## In This Issue:

**TRUCK Legislation**—The story of the Senate hearings in Washington. Page 10.

**Port Charges Inquiry**—What the I. C. C. wants to know from the railroads. Page 13.

**Household Goods Warehousing**—Mr. Aspinwall's chapter on "Recording." Page 25.

**Association Activities**—Reports from all parts of the country. Page 41.

**News**—ten pages that keep you abreast of what's doing in the industry.



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"Everyone," Harvey Duell told a class at the Medill School of Journalism in Chicago, "finds his greatest interest in himself. All interest centers in self and radiates out. Self is the crux of the news business and


### If You Call Us

or do the crating, you can be sure that your things will arrive at their destination in perfect order. It takes skill and the proper material to do a really good job of crating—and we've got both.

For good crating call 252, remember the number or our name.



**The JOHNSON TRANSFER & FUEL CO.**  
401 SOUTH CENTER ST  
PHONE 252 OR 15  
BLOOMINGTON, ILLINOIS



**Harris' Storage Is Safe—Your Furniture Is Protected and Cared For**

There is no use in sacrificing your furniture and household goods or "leaving" to a friend because you are breaking up housekeeping.

Call Main 117 for our representative in order to arrange for removal to Blooming or just for storing the furniture. Also let us show you the excellent and modern fireproof, automatic alarm warehouse where your furniture will be stored in an individual fire-proof, steel-lined room and protected in every way.

"Harris Storage Is Safe Storage"

**Harris Transfer & Warehouse Co.**  
Members National Furniture Warehousemen's Association  
85, 18th St. Between Railroad and Phone M. 117  
Pearl Avenue

## While you are in Florida


let storage help you.

Don't leave your cherished possessions unprotected in an unoccupied home—where dust and dirt settles—in where the burglar has easy access. Don't pay rent in two places.

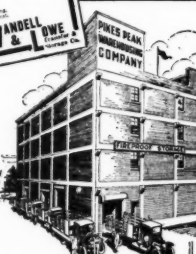
Let a convenient Storage Warehouse place your furniture, rug, drapes and silverware in their clean, modern Household Goods Depository while you are away—or until you have definitely located.

You can then stay away weeks, months or years. Your household furnishings will be carefully taken care of. When you want to, you can start housekeeping again within a few hours of the time you notify your warehouse.

The cost averages less than \$10.00 per month for a medium sized apartment. Step into the warehouse convenient to you, today, and learn about storage.



**THE HOUSEHOLD GOODS STORAGE COMPANIES OF CHICAGO AND SUBURBS**  
Members National Furniture Warehousemen's Ass'n.



**Storage**

When leaving the city you will be glad to arrange for storage of moving and shipping your household furniture.

Let us take your stuff to store there and we'll guarantee you'll save money for just the price of a phone call.


When you are ready to move, we'll take your stuff to the place you want to go.

**Main 97 W & L W**  
Pikes Peak Warehouse Co.  
Pikes Peak Building  
Pikes Peak Building  
Pikes Peak Building

Phone Main 160

**Pikes Peak Warehouse Company**

Fireproof Warehouse No. 3




**The Pikes Peak Warehouse Co.**  
Moving, Packing and Shipping  
Colorado Springs, Colo.  
129 E. Pikes Peak Ave.  
Pikes Peak 1002

**Always Open for your Inspection**

Our new, modern fireproof storage warehouse is always open for your inspection.

If you are planning on moving or storing your furniture, let us know and we will be glad to take you to our warehouse and point out to you our facilities for handling household goods.



**OUR BUSINESS IS MOVING**

**"Who Do You Have Do Your Moving?"**

This service of the storage is those who know it. B & K Service is primarily responsible in great measure for the steady growth of the operation during the past several years.


It is easy natural to change a service which has been outstandingly satisfactory to others.

When it's your move we can show you too.

## Don't Insult Your Furniture!

If your furniture could speak it would resent the insult of being turned over to any irresponsible truckman, selected for his cheap price only.


It would demand the careful handling that is characteristic of Pikes Peak Service on moving day.



**The Pikes Peak Warehouse Co.**  
Moving, Packing and Shipping  
Colorado Springs, Colo.  
129 E. Pikes Peak Ave.

## Pikes Peak Service Simplifies Your Moving Day—

Years of experience in the moving of household goods enable PIKES PEAK SERVICE to reduce the problems of moving day to simplicity. The ordinary confusion and inconvenience of moving, are lost in the orderly, machine-like procedure of a PIKES PEAK moving day.



**The PIKES PEAK WAREHOUSING CO.**  
MOVING-PACKING-STORAGE


## Then Your Moving Worries End

There is no guesswork about the service you get from W&L. We transport the same service the same that your moving men have used for years.

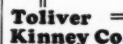
And these men have exactly been to do the job in the shortest possible time. This makes everyone else who is going with better late, all around.

We're moving men and we know the value of the job for you.

Let us show you. Call Main 117.



**Main 97 W & L**  
Pikes Peak Warehouse Co.



**Tolliver Kinney Co.**

**Phone 644**

*Some warehouse companies' advertising illustrating—as indicated by the arrows—the use of the words “you” and “your” because of their direct appeal to the prospective patron. “You” and “your” are repeatedly utilized in the “ad” cooperatively inserted by the Chicago members of the National Furniture Warehousemen’s Association*

the crux of all social existence. Nothing is important to anyone unless he is affected, indirectly at least."

"You" and "your" have long been acknowledged as powerful words to use in a headline and in advertising copy. They are being used in the car-card campaign against crime which is being waged in New York and Chicago. Attention is attracted by such headlines as "You Can't Win!" These are followed by short messages like: "The cleverest stick-up in New York history is now old and broken with 20 years yet to serve in Sing Sing."

These messages are driven home, as the editor of *Collier's* puts it, "by the use of the word 'you' in the heading. Some of our best schools of advertising hold that a 'you' always wins the reader at the start. It makes the message more personal and establishes at once a 'receptive' mood."

But if you add to "you" either the little word "if" or the little word "when," you get the readers to be something more than receptive. They must consider the possibility of some action taking place in which they will have a part.

Therefore, a heading like "While You Are in Florida," as used in the campaign being conducted cooperatively by household goods storage companies in Chicago and suburbs,

immediately makes it a personal matter to most people who read it. Because nearly everybody has considered the possibility of going to Florida.

*These two all-powerful words are not used as frequently in storage and transfer advertising as they could be with profit.*

Even the "you" and "your" is all too often forgotten in the heading and text because the warehouseman, or whoever is writing his advertisements, has looked at the matter from the wrong side of the fence and has begun with a "we." And that's the wrong way to approach the prospect.

"Advertising would be more effective," said John Benson before the American Association of Advertising Agencies, at Houston, Tex., "if every advertisement would look through the reader's eyes and have his interest at heart. It should never mislead. It should never disappoint with bold, intriguing headlines and no substance to follow. It should be interesting and informative, sincere and specific."

Right there is where so many storage and transfer firms' advertisements fall down; they are not "informative" and "specific."

Talk about the way the work is handled and the facilities you have—but tell these things from the standpoint of the householder or prospect.

Talk about things like these and start them with the "you" element

and storage and transfer advertising will bring more results.

"Borrowing themes from the average day of the average person," said A. L. Townsend, in *Printers' Ink*, "means speaking to the greatest number of persons in the language they understand and will appreciate, particularly if there is a note of sympathetic friendliness in problems which are common to all.

*"Reflecting the lives of the prospects is one of the real secrets of advertising copy."*

"We are interested in ourselves—our own troubles and problems and difficulties. The advertising that comes nearest to echoing these homely affairs of existence is certain to win an appreciative hearing.

"Yes, I have experienced that myself" is the most satisfactory remark a reader can voice after reading an advertisement. Then you surely have won his sympathy and interest."

Yes, that's human nature. It's almost the same thing that Mr. Duell told the journalistic students in Chicago. He explained that nothing so appealed to a reader as a news story of which he could say, "That happened to me," or "I know a case just like that."

The "if" and "you" elements at the beginning of a storage or transfer advertisement makes readers consider "something like that" happening to them.

### Kansas City Company Builds Business with Local Newspaper Article

THE Central Storage Co., Kansas City, has been capitalizing—in a business-building way—on a full-page article which was published recently in a local daily newspaper, the *Journal*, describing the distributive facilities and manufacturing resources of the territory, particularly in the Central Industrial District.

The Central company ordered, in advance, 5500 copies of the *Journal* in which the article appeared. These were delivered, flat, to the warehouse company's printer, who separated out the page containing the article.

With rules, arrows and type the printer then indicated in red, on the page, the locations of the Central's plant, various adjacent railroad stations, and Kansas City's retail sections.

Also in red were marked, in border outline, certain paragraphs in the article which emphasize points of interest to prospective customers who might be interested in distributing through and storing in the Central's warehouses. One of the texts thus outlined gives some details regarding the space facilities and service of the company and regarding the volume of business which the company did in 1925.

These 5500 copies of the article thus specially prepared were mailed by the Central company to as many prospective customers in various parts of the country.

This effort attracted sufficient atten-

tion, and enough business inquiries, more than to repay the company for the expense, according to C. C. Daniel, president of the Central.

Mr. Daniel is president of the Central Industrial District Association.

### National Terminals' Expansions in Detroit and Houston

The \$8,000,000 merchandise and cold storage warehouse of the Detroit Railway & Harbor Terminals Co., at West Jefferson and Clark Streets, Detroit, has been opened for business in its entirety. The company is identified with the National Terminals Corp., which operates plants also in Cleveland, Chicago, Cincinnati and Indianapolis.

Located on twelve acres of land along the Detroit River, this warehouse contains approximately 900,000 sq. ft. of floor space, of which 230,400 is for cold storage, about 570,000 for merchandise storage, the balance being in dock buildings.

At the time the completed building was turned over to the owners, automobiles had already been in storage for some weeks, about 1500 cars being housed on five floors.

Under plans made public in Houston, Tex., the National Terminals Corp. will operate a combined terminal warehouse and freight building which the Missouri, Kansas & Texas Railway is planning to build in Houston this year at a cost exceeding \$1,000,000. The warehouse will be 280 ft. long and 191 ft. wide, of reinforced concrete and brick, with a one-story extension, 53 by 220 ft. wide, to serve as the freight building. Five tracks will enter the main plant at floor level, accommodating about sixty cars at the warehouse docks. The site is the present one of the "Katy" freight station on North Main Street. The railroad will have its offices on the mezzanine floor of the main building, the rest of this floor and the four stories above to provide 250,000 sq. ft. of floor space for storage.

*Now—the Only Reference Manual That Completely Covers the Business Relationships of This Important Industry—*

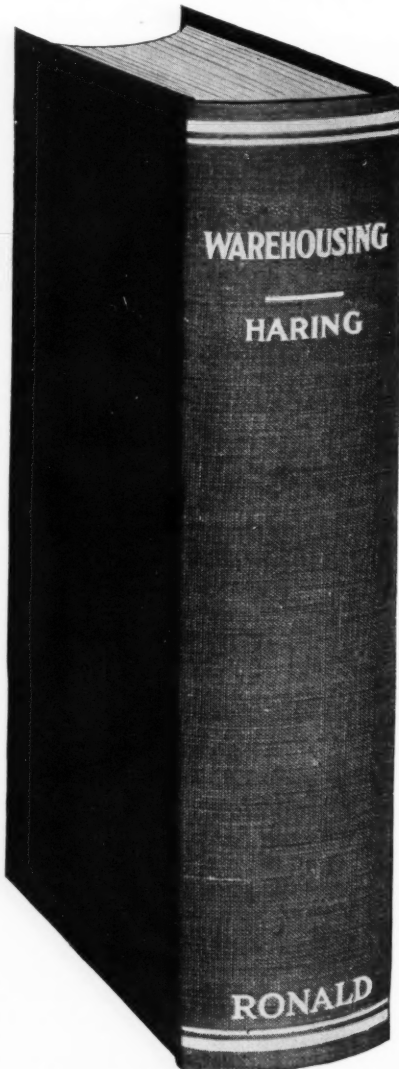
# Warehousing

Trade Customs and Practices; Financial and Legal Aspects

By H. A. HARING

**T**HIS new volume is packed from cover to cover with essential information on the merchandising, transportation, banking, legal, insurance and similar relationships of the warehousing industry.

It brings together in convenient form data for which the owner of goods, the banker who loans, and the underwriter who insures have until now looked in vain.



Covers Warehousing Relations for

Agricultural Products, Grain, Cotton, Wool, Tobacco, General Merchandise, Raw and Manufactured Products, Household Goods, Railroad and Wharf Storage, Yard and Ground Storage, Cold Storage, Municipal Storage, Custom House Storage, License-Bonded Storage, Etc., Etc.

There has been, for example, no means by which they could judge and compare the fitness for their purposes of warehouses in distant parts of the country. There has been no organized information on warehouse customs, the basis of charges, the laws by which warehouses are governed, the facilities they offer, or the business relations of the warehouseman and those whom he serves.

The publication of WAREHOUSING makes all such data readily available.

Every warehouseman will want a copy of the book. In addition, all those to whom warehousing is a necessary adjunct to their work—manufacturers and merchants, their sales and advertising managers, railroad executives, members of commodity exchanges, bankers, and insurance officials—will find it a reference volume of value second to none in their offices. For details, see inside pages.

## Some Questions on Which Warehousing Supplies Needed Information

What states have set up a Guarantee Fund for protecting the integrity of cotton warehouse receipts?

What condition in the American wool industry has prevented the organization of a trading exchange? How is that condition being remedied?

What is the primary purpose of custodian storage of farm produce? How can this method of warehousing be utilized in manufacturing? Does it meet with the approval of the Federal Reserve Board?

How have Texas freight rates and the "Texas Common Point" principle affected merchandise warehousing in that State?

What are the four qualifications required by the Federal Reserve Board to make commodity paper eligible for preferential rediscount rates?

What is the purpose of the "Consequential Damage Exemption Clause" in cold-storage warehouse insurance?

Can you explain how "Warehouse service" clips the wings of distribution cost?

What important advantages has a public warehouse over a private storage building?

How do the costs for warehousing on the municipal docks of New Orleans and Seattle compare with warehousing costs in New York?

In endorsing a negotiable warehouse receipt, what does the endorser warrant? In cases of transfer of title and partial delivery, what three legal fundamentals must the warehouseman keep in mind?

What factors other than storage space must be considered in calculating the storage charge? What is the "Massachusetts System"?

When used as collateral, why do many bankers prefer the non-negotiable warehouse receipt?

In insuring warehoused hardware, if cutlery is specifically excluded, what is the effect upon the rates?

What is a "manipulating" warehouse? Where are such warehouses located?

What is a "license-bonded warehouse"? In what respect does it differ from an internal revenue or customs bonded warehouse?

What are the four chief reasons for "mixing" grain in storage? What benefits accrue?

**PRICE \$10.00 PER COPY.**

Address

**Distribution & Warehousing Publications, Inc.**  
249 West 39th Street, New York City

# Public Warehousing and Economic Distribution

## Number 14

### Taking Advantage of Rate Economies of Water-Borne Freight Traffic

By H. A. HARING

**T**WENTY-TWO years ago Chairman Knapp of the Interstate Commerce Commission pronounced the opinion that "the rail lines have great advantages over the water lines; merchants prefer to ship by rail." He added: "It is only when rail rates are excessive that they resort to water shipment."

The dollar sign is the yardstick of business. "Preferences" for rail shipments quickly melt away when water routes offer decidedly lower rates.

Chief among those preferences is the fact that, ordinarily, water-borne traffic moves more slowly than rail-borne. But many exceptions may be cited where water is quicker than rail—such as that from New York to Houston is about six days by ship, and two or three times that by rail, provided that the shipment is so fortunate as to be ready on the exact date of sailing; or such as the service from New York to various Hudson River towns during the months of navigation.

**T**HE vice-president and general manager of a Houston wholesale house one day surprised me by saying:

"This morning we deducted more than \$40 from a single New York invoice for \$600 because they did not follow our instructions to ship by water, but sent the goods on by rail. Half the shipping clerks, and a lot of the traffic managers in New York don't know that Houston is on the water."

Two or three months later than that conversation the manager-owner of a chain of groceries in Akron, Ohio, was demonstrating the methods by which he retails at low prices. He pointed to a shelf of canned salmon, with the remark:

"There's another example. That's the best brand of salmon I can buy. Yet I can sell it two cents a can under anyone else, with a margin bigger than our usual percentage. We do the same with tuna and a lot of Pacific Coast canned goods. There's no reason why the jobbers couldn't

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**H**OW the national distributor can in many instances economize on freight rates by routing his goods via water, instead of by rail, is the subject of this month's article by Mr. Haring. The author cites specific instances of how shippers are effecting such savings.

This series, "Public Warehousing and Economic Distribution," is written for the information of sales and traffic managers—both those who do move their goods through the commercial storage plant, and for those who have not yet come to recognize the money-saving benefits of that method of getting their commodities to market.

The fifteenth article of this series will appear in the June issue, and there will be others in the months ahead, touching on storage, freight rates, accredited lists, the jobber problem, less-than-carload lots, State laws, and a variety of kindred fundamentals—a storehouse of information for the national distributor.

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do it, but for some queer reason they don't seem willing to plan ahead."

What did he mean by "plan ahead"?

"Simplest thing in the world," he replied. "Ship them by water, not rail. I have all our Coast canned goods come by boat to Philadelphia and then by rail to Akron. The difference in freight is close to five cents a can (alluding to the largest sizes), but even if the warehousing and the interest eat up two of the five, I have three left. By cutting the price two cents, there's still a penny a can left over ordinary profits.

"But it's necessary to plan pretty far ahead. No hand-to-mouth buying in that. For it takes the goods six or seven weeks to get here, and sometimes the cargo space is all taken ahead of me and there's another month lost waiting for the next ship."

An Ohio manufacturer of sheet metal states that his company pays one Los Angeles warehouse \$3,000 every month, which is "the largest



## Public Warehouses and Economic Distribution

warehouse account we have—four or five times greater than the second account." The stocks are held in southern California for the benefit of the canneries and other concerns which use this sheet metal to make containers, etc.

"But," is the important explanation, "that \$3,000 saves our company about \$10,000. We have to ship two months ahead of what the railroads would take on their fast-freight schedules across the continent. All our goods go by way of the Panama Canal from one of the eastern ports (Baltimore or Philadelphia), but the freight saved is so tremendous that we thing nothing at all of holding a big stock out there. What we have in store would run our sales for two months—maybe three—but all that is nothing when it comes to holding our customers."

Another Ohio manufacturer, whose product is chiefly portable ovens for gas and oil cook stoves, gives the interesting comment:

"We were like 10,000 other manufacturers in thinking of a warehouse as a sort of evil. To us, warehousing goods was like taxes—something to side-step if we could do it without going to jail.

"Then, back in 1921 or 1922, our purchasing department employed a man who came to us from the Ford plant. All that fellow did, noon-times, in our company cafeteria was talk about how Ford ships everything knocked-down to his assembly plants.

"He yapped so much that our production manager fell for his line, and first thing we knew we began to ship our ovens knocked-down, but we sent them to the dealer in that shape and gave him instructions to set them up as they were sold. Then the surprise of our business life came to us. We began to ship by water.

"Up to that time ovens were in the class with furniture and wagons and agricultural implements — too bulky and too fragile even in stout crates for steamship transportation. More than one manufacturer of bulky goods has learned the famous lesson of South Bend with its wagons. Fifteen or sixteen years ago when the Canal opened they figured that 10 cents a hundred lower rates via New York and Panama to Paci-

fic Coast points would bring the all-rail routes to terms for their wagons, but they were the ones to submit. They had to knock down their goods more compactly than for rail shipment and the 10 cents was eaten up in a jiffy in other costs.

"With us and our ovens, it worked all in our favor. Water shipments, knocked-down, save so much in carrying costs that we'd be rank fools to overlook the item. In order to earn those savings, you know, it's necessary to store big quantities with the warehouses.

"We fell into these savings by chance. No warehouseman or freight solicitor ever sold the idea to us. The thing I just can't understand is

### A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

At only nominal cost reprints are available for distribution to shippers on your list. A line to the business manager, A. K. Murray, will bring you details as to the prices.

Many of your competitors are building business in just that way with these reprinted Haring texts.

why the warehouses don't band together to tell manufacturers of the tremendous importance of warehouse distribution. They have everything to gain, but as it is the factories of this country do not recognize the changes that 10 years have wrought. We all know about water-freight rates, for one thing, but most of us have passed them up because we can't find a way to benefit from their lower ratings."

Re-read that last sentence.

A Youngstown maker of structural steel (since the abolition of Pittsburgh-plus) quotes \$14 a ton (delivered price) lower from May to November in the Northwest than during the remaining five months of the year.

A wire manufacturer says "we save more than \$8 a ton by distributing through public warehouses, and by using water to Galveston we add 50 per cent to the savings."

Another maker of wire confirmed this estimate by naming precisely the same sum—\$8 a ton—as his savings through use of warehouses, a statement which is an interesting proof that the economy is genuine and not imaginary.

### Some Other Commodities

BUFFALO'S waterfront deserves a day of the time of any manufacturer who attempts national distribution. Niagara Falls for wedding trips and the Buffalo-Tonawanda manufacturing district have beclouded, for men of this generation, the fundamental reason for Buffalo's commercial standing. Buffalo is the place where water meets rail.

Lake Erie may be frozen 14 feet thick and the Erie Canal so drifted with snow that no one knows whether water runs between its banks or has been drained to the next lock above. None the less, Buffalo dominates the price of wheat and flour for all Europe, not to mention our own land.

Buffalo warehouses for grain and flour stretch out the seven months of "open water" to cover the 12 of the calendar year. With all its elevator capacity—that city being fourth in rank of American terminal markets for their grain warehouse capacity\*—at the close of navigation Buffalo has an annual famine of warehousing facilities. Every grain-carrying vessel on the upper four of the Great Lakes fights its course through on-coming ice, in early December, to that port.

Why? To be converted into a warehouse for the winter. Throughout the rest of the world, whenever a vessel is docked for a part of the year its earnings cease. Not so, however, at Buffalo. There, cargo

\*It is interesting to note that Duluth-Superior, at the other extreme of the Great Lakes, ranks third in grain elevator capacities, that point being the principal port for loading grain and grain products for water transportation, as Buffalo is the great port for unloading. Chicago and Minneapolis outrank these two ports in warehousing capacities for grain.

## Public Warehouses and Economic Distribution

space is leased for winter storage of wheat, flour, or similar commodity, upon completion of the final trip for the season.

Under this arrangement the vessel is anchored in the port with full cargo aboard. Warehouse rates are charged for storage. The goods are discharged at any time during the winter, at will of the owner. The cargo space becomes a pure warehouse, constituting an addition to the facilities of Buffalo. During the winter of 1924-1925 not fewer than 121 cargo warehouses of this type were docked at Buffalo.

### *Accumulation at Buffalo*

Grain and grain products, while the most important commodity thus stored at Buffalo, are not the exclusive beneficiaries of the freight savings. General merchandise, either bulked into full cargoes or in less than cargo lots, are there stored for part or all of the winter. Steamship docks, steamship freight houses and adjacent warehouse buildings during the autumn months become less and less "transfer houses" in the water-to-rail or rail-to-water through movement. In this manner shippers gain the advantage of the low water-freight rates for the entire year. They accumulate goods in Buffalo at the close of navigation—goods that have come from Cleveland, Detroit, Milwaukee, Chicago or Duluth, either from those cities as originating points or through them as freight gateways. These goods are warehoused for distribution after navigation has closed.

Every conceivable sort of manufactured product may thus be found in Buffalo: canned goods from Alaska; pig copper from Butte or from the Copper Range of northern Michigan; shingles and door-sash from Oregon; linseed from Montana and the Dakotas; condensed milk from Minnesota; honey and cheese from Wisconsin; with, of course, the manufactured products of all the Lake cities between Chicago and Cleveland.

For general merchandise, the steamship companies at their Buffalo termini advertise a lower rate as inducement for this winter storing of goods in transit (some warehouses proffer a similar reduction). During open navigation, for illustration, the

steamship storage rates permit free storage (for goods on through billing or billing which is to be ultimately protected by a through rate) for 20 days. After expiration of this free time the storage charge is  $\frac{1}{2}$  cent per 100 pounds for each 10-days' period. After the first of December, however, and continuing until navigation reopens in April or May, the storage rate, following initial free time of 20 days, becomes "one cent per 100 pounds for each 30 days or fraction thereof," thus giving the owner a rate but two-thirds of what is assessed during navigation when the houses are needed for transfer more than for straight storage.

What has been described for Buffalo is found to obtain at other Lake cities, with the exception of grain and grain products, for which the general freight movement is toward the East and the seaboard. Cargo storing of these products hardly exists in appreciable quantity except at Buffalo.

At the upper ports of the Great Lakes a movement in the opposite direction is that for coal, which flows up the Lakes all summer on a combined freight rate from mines to lower Lake ports by rail and thence up the Lakes by water. This rate is so much below the all-rail rate from mines to destination in interior points of the Northwest that the "Lake coal," as it is known, has supplanted all sources of supply for Wisconsin and Minnesota and the States west thereof. To warehouse this coal for six to eight months at the upper Lake ports, to reload it on cars and pay local freight rates to destination, yields a profit beyond all the costs and the interest on investment.

### *Bulky Commodities*

Iron ore and limestone rock are shipped from the Iron Range country via the same water route to Chicago, River Rouge and lower Lake ports; warehouses by storing in the open alongside the docks or railroad tracks until needed; then reloaded and moved to the blast furnaces. The total costs of these three intermediary handlings and the storing represents a net saving over the charges for movement, all-rail, with only the

initial handling from ore pit to furnace at any time of the year.

Grain, coal and ore are bulk products—so bulky and of such value that commerce has been compelled to ferret out that method of transporting which is least costly. Spectacular features are presented in the handling of such commodities, and yet the principles are identically the same for matches or barrel staves or hotel china or butchers' show-cases.

### *Wide Opportunities*

Hundreds of lines of manufactured merchandise should be traveling over water routes during the months such routes are open, for warehouse distribution throughout the year.

Detroit is now building a large commercial warehouse whose promoters look forward to offering that city storage facilities such as they have never had, in order to accumulate merchandise for winter consumption, but shipped with benefit of summer water-freight rates. Duluth has recently added to its warehouses a new one for the same purpose. And so with other cities.

Such warehousing is not a matter in which any one can create a monopoly, for the reason that every city offers the opportunity, not only for its own consumers, but for every user of goods in its trade territory. Minneapolis-St. Paul wholesalers are 200 miles from Lake Superior, but unless they utilize the water-rates of Great Lakes shipping they will fall under the ruthless competition of prices.

The corner drug store of San Antonio would pay over much of its profits by buying tooth paste or hand lotions from St. Louis sources, from which market the freight is \$1.20 per 100 pounds greater than from New York, a thousand miles further in distance, but favored by water routes to Texas.

For in water transportation, mileage is not the major consideration. Once the cargo is loaded, the cost of transportation for 1500 miles is not greatly more than for 200; whereas with rail-carrying, rates tend to increase as distance grows. Mileage is not a barrier to water-rates. From Chicago to the Coast is 2000 miles by rail; it may be 6000

## Public Warehouses and Economic Distribution

by rail-and-water routes, but with lesser cost.

### Near New York

**C**LOSER to New York is found a similar method of distribution. The Hudson River Valley for 150 miles to Troy and Albany benefits by water-borne freight. Nor is the benefit confined to the river localities, for through rates are in effect for all merchandise and for many of the so-called "commodity rates" by a combined routing which carries the goods to Albany (or other gateway) by water and thence by rail to destinations as far removed as Chicago and St. Louis.

The coming of motor trucking, for the Hudson Valley itself, has shortened time in transit from New York. Formerly, of course, the river steamers discharged their cargo to the railroads which radiate from the river towns to the surrounding hinterland; but now that trucks have come to travel the improved roads merchandise reaches the inland dealer two days quicker than it did. Of far more importance than the lessened time is that the river-truck costs are lower than the former river-rail rates, much as those rates were under the all-rail from New York to destination.

Says a retailer in Phoenicia (located 26 miles west from the Hudson River city of Kingston):

"Brooms cost me 80 cents a dozen more today (March) than in July, laid down in the store. They have to come on the railroad from New

York and I have the trucking to do at this end, but in July they come by boat to Kingston and the truckman lays them on my floor.

"Two weeks ago we had to buy 30 rolls of roofing paper to finish a job for a customer. I charged him 50 cents a roll over the price he paid us in September, and still I was losing 12 or 15 cents of what ought to be my profits. Winter goods cost us too much—maybe we don't pay enough in summer when the river is open—but if they can deliver at one price in the summer, why cannot someone figure out a way to give us the same rates in the winter, too?"

"Down at Poughkeepsie (16 miles below Kingston on the Hudson) they have warehouses. I know it to be a fact that plaster board there is the same price all the year, but with us there are two scales—one for summer and one for winter. Too much of the things we carry are like our fresh vegetables: we never know the price till we see the freight billing."

Pressed further, the same retailer related this:

"Graniteware is a slow mover for country stores. Galvanized pails (used largely for maple syrup runs in April) are another. Both come to us on a big freight rate—double first class, I think it is.

"The only way we could buy them right was to stock up in the fall, before the river freezes over. But that meant six or seven months' carry-over for us, because the women buy new graniteware when they do

the spring house-cleaning and the pails sell for only about two weeks in the spring. Last year (1925) was a good sap year. We ran out of pails twice. I bought three gross in two March orders, but had to accept shipment by express out of Jersey City. That took the heart out of my profits, even if I did take care of my customers.

### Sales Doubled

"When a man came through here last summer from C. & Co. I was ready for him. We never bought their galvanized line, but he assured me the company was storing two carloads in Kingston (26 miles away) and would keep a reserve stock there. It came by water at the low rates.

"It has saved me quite a bit of money and a lot of worry. We didn't buy pails until February, this winter; and I had sold half of them before the first invoice came due. I've sold twice as many as we ever did in a season, and all the farmers with sap-bushes are onto it that we can get pails in two or three hours. One day last week in the middle of the afternoon I promised Will Lorimer three dozen in the morning, though I didn't have half a dozen on hand. That sale was what they call a quick turnover.

"I got the pails at summer freight rates; got them late in March; sold them right off. I'll tell that C. & Co. salesman that our business is his forever and amen."

### 6-Story Lee Terminal Plant Opens for Business in Tampa

**T**HE six-story concrete storage building of the Lee Terminal & Warehouse Corp., located in the estuary section of Tampa, Fla., has been opened for business. Containing more than 100,000 square feet of floor space, it is one of the largest and most modern plants of its kind in the South. It will be operated under the personal supervision of J. Edward Lee, who is president of the Currier-Lee Warehouse Co., Chicago, and president of the merchandise division of the American Warehousemen's Association. The manager is William J. Buchanan, formerly with Griswold &

Walker, Inc., warehousemen in Chicago.

The Lee project in Tampa has been laid out on a basis of efficiency and economy in handling. The wharves offer a length of 530 feet fronting on the channel of ample depth to accommodate steamships. The transit warehouses are arranged so that freight may be put into them from the ship's hold. Loading platforms are so designed that trucks may be backed up to them without congestion. Railroad facilities are such that cars may be loaded and unloaded without interfering with motor truck movement. Two large warehouses on the immediate

waterfront take care of shipments that are to be delivered immediately.

The new six-story building, capable of holding 10,000 tons at one time, is for merchandise to be held for storage. The structure is of steel and concrete. There are two big freight elevators for quick handling. All four sides of the warehouse have loading platforms, and ramps lead into the first floor so that trucks can drive into the building to load or unload.

The company's main offices are located in the new plant, which contains also office space for tenants.



# WHAT'S WHAT IN NEW BUILDINGS

## III C

Security Fireproof Storage, Inc.  
Brooklyn, N. Y.

THE Security Fireproof Storage, Inc., Brooklyn, formerly the Nineteenth Street Storage Warehouse, has awarded a contract for the erection of a fireproof furniture storage warehouse to be located in the heart of Brooklyn's shopping district—at 636-638 Pacific Street. Construction is under way and the building is expected to be ready for occupancy some time in the fall.

The new structure, eight stories and basement, will have a total floor area of approximately 46,000 square feet and will be of reinforced concrete, girderless floor type. The rear and side curtain walls will be of special construction, designed to prevent penetration of moisture.

The front exterior will be faced with a combination of face brick and terra cotta. The lower floor will be faced with a light cream terra cotta and all ornaments above it will be in polychrome effects, in combination with a light cream face brick, all of which will blend to produce a striking effect.

The general offices are to be located at the front of the first floor and will be finished with caen stone walls, jointed to produce the effect of natural stone. A terrazzo floor will be laid out in alternate black and white squares, and this, with the black marble counter and the black enameled metal doors, will provide a harmonious color effect.

Under the announced plans the driveway is laid out so that three vans may be backed to the shipping platform at one time. Ample space has been provided on either side of the freight elevator for temporary storage of goods during rush periods. The driveway doors will be of the rolling steel shutter type, operated by motors controlled from the general offices and shipping platform. The rear of this floor will be available for storage in fireproof compartments.

In the basement will be located the packing room, excelsior and barrel rooms, boiler rooms, etc., with about one-half of the floor available for storage.

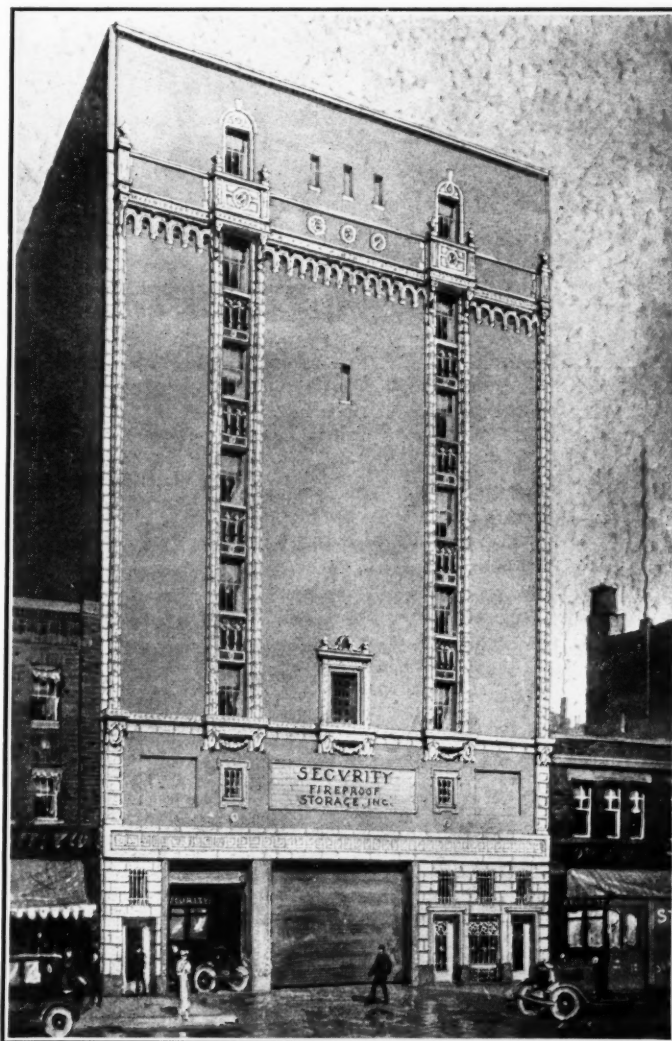
The second floor will contain a heated and plastered piano room, together with trunk and rug vaults equipped with combination operated steel vault doors.

The other floors are divided equally between open storage space and room storage space. The latter will be divided into individual storage compartments of varying sizes, each inclosed with fireproof partitions and having a steel door.

The building will be equipped with a vacuum steam heating system, a large electric freight elevator, and hot and cold water for all plumbing fixtures and van washers.

All requirements of the Fire Underwriters have been closely followed in order that the warehouse shall be of standard construction throughout.

The building was designed by, and is being erected under the supervision of, George S. Kingsley, registered architect, of New York and Chicago.





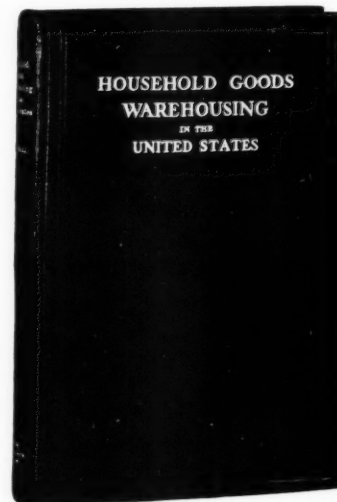
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**D**ISTRIBUTION AND WAREHOUSING has taken over from the American Warehousemen's Association the distribution and sale of Clarence A. Aspinwall's book, "Household Goods Warehousing in the United States," now being published serially in this magazine—see opposite page. The titles of the twenty chapters of this volume are:

- |                                |  |
|--------------------------------|--|
| I. Historical                  | XII. Packing                                     |
| II. Selection of Site          | XIII. Shipping                                   |
| III. Planning and Construction | XIV. Cold Storage                                |
| IV. Organization               | XV. Vault Storage                                |
| V. Accounting                  | XVI. Rates                                       |
| VI. Recording                  | XVII. Insurance and Fire and Accident Prevention |
| VII. Receiving and Stowing     | XVIII. Damages and Repairs                       |
| VIII. Control of Insects       | XIX. Warehouse Receipts Act                      |
| IX. Taking Orders              | XX. Future of Household Goods Warehousing.       |
| X. Estimating                  |  |
| XI. Cartage                    |  |



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## The Author

**C**LARENCE A. ASPINWALL, the author, is one of the best known furniture storage executives in the United States—a warehouseman of broad experience and long an active leader in warehousing trade association activities. He is general treasurer of the American Warehousemen's Association, an office he has held for a number of consecutive terms, and is a member of the National Furniture Warehousemen's Association and of the Canadian Storage & Transfermen's Association.

In the business of warehousing Mr. Aspinwall, besides being president of the Security Storage Co., Washington, D. C., is president of the Security Storage & Safe Deposit Co. of Norfolk, Va.; chairman of the board of directors of the

W. Fred. Richardson Security Storage Co., Richmond, Va.; a member of the board of directors and of the executive committee of the Terminal Refrigerating & Warehouse Co., Washington, D. C., and a member of the board of directors and of the executive committee of the Washington Market Co., Washington, D. C. As an official of the Security Company of Washington he was for years closely associated with the late Albert M. Read, who was the Security's president and was known as the dean of the household goods warehousing industry in this country.

As Major, United States Army, Reserve Corps, Mr. Aspinwall is staff specialist on warehousing subjects, attached to the office of the Secretary of War.

# Household Goods Warehousing in the United States\*

By CLARENCE A. ASPINWALL

President Security Storage Co., Washington, D. C.

## Chapter VI

### Recording

**I**N the business of handling and storing household goods careful and exact records are essential. In the earlier days when this industry was in its infant stages more allowances were made by customers and less was expected of the warehouseman. He was then merely expected to provide a reasonably clean, dry and safe place in which goods might be stored. The customer rented the room or space, and the ideas of both warehouseman and customer as to the extent of the former's liability in case of loss or damage were quite hazy.

It was not at all unusual for the warehouseman to issue a receipt for "one load of household goods" or two or three as the case might be. Usually the warehouseman did not pack such of the goods as required packing and frequently the consignment was delivered and stored away by outside teamsters. A few tags with the depositor's name affixed to some articles at the front of the pile identified the lot.

The more advanced warehousemen began tallying the articles received and giving receipts itemizing the num-

ber of boxes, barrels, chairs and tables sent in. The tallying was done on printed lists on which were printed the principal items of household furniture. The tally clerk would frequently mark his tally after the wrong item and the depositor would get credit for three wardrobes and one washstand instead of three washstands and one wardrobe.

Presently the system of recording lots by lot numbers and each piece in a lot by a piece number, and tagging them with the lot and piece number as received, was put in use, and is now the all but universal practice. By this means an article may be identified by its individual number even though it may be given a different name by different persons handling it, and the numbers will serve also to fix the date when goods were received.

In the best recording system provision is made for a double check on nearly all, if not all, transactions and a double record made so that if one is lost the duplicate may be used.

**S**TARTING with the beginning of the transaction, when the customer gives an order this order is entered on an order form of one kind or another. Every transaction that may at a later time need to be looked up, or that may lead to a charge against the customer, should be reduced to an order on the form provided.

Some depositories have different order forms for the different departments, such as cartage, storage, packing, carpet cleaning, etc. Some use one form for all. Two or more copies are made at one writing, and the copy retained in the office is used to check the operating department to see that each order is executed and the proper charge made.

A simple order form is on page 26.

The original, after the work is done, has the necessary record added by the operating executive or his assistants and passes through the bookkeeping department to the customer's file. The duplicate is finally filed with all others for that day in a calendar file, and may serve later in any investigation of what

goods were handled or what transactions took place on a certain day. Thus, in searching for a missing article it is possible to ascertain what lots came in or were delivered, what access was had, what goods were packed on a certain day during a certain period, one month or ten years previously, by an examination of the duplicate orders for the period in question, all of which are filed together in regular order.

#### Packing List

If goods are packed, a record of the packing in the form of a packing list is made.

Many different systems of making packing lists are in use, and it would take a great deal of space to describe and illustrate the many good systems. They differ mainly in the form in which the original list is made by the packer. All agree in using the numerical system of listing. Some original lists are made on blank paper, some on special printed forms. Those in which a carbon copy is made at the time of packing are best, and those which retain the carbon copy

in a book have the great advantage of reducing the risk of misplacing the list to a minimum. Where many papers are handled it is not unusual for one to be occasionally lost or misplaced. A book is much less easily lost, and it would be quite exceptional for both the original torn-out copy and the duplicate remaining in the book to be both lost or misplaced.

Where this system is in use each packer is given a numbered book, which is charged to him and for which he is responsible. When it is used up he turns it in and gets a new one. The record may remain in the book until a given job is finished or each day's work turned in from day to day. These penciled packing lists are copied by typewriter in some cases, and in others the penciled copy made by the packer is used. This in itself is a considerable saving in clerical expense. Such a packing list is illustrated herewith.

The packing list submitted for approval by the committee on simplification of forms of the American Warehousemen's Association at the joint conference called



By the other method there is a saving in time for handling averaging 1.25

An elevator 10 by 20 and capable of hoisting 20,000 pounds will cost approximately \$12,000. One such elevator is sufficient for about 1000 van loads (450,000-



man-hours per van load for unpacked goods and .82 man-hours for packed goods. As the in and out van loads per

1000 van load space will average 1000, there is an annual saving of nearly 1250 man-hours in operation, valued at from

\$0.75 to perhaps \$1, plus a saving not readily calculable in loss and damage to goods handled.

### Time Unloading and Stowing

	Unpacked Goods	Packed Goods
Unloading at platform, tagging and inventorying—man minutes	75	57
Loading on elevator, hoisting to floor of storage and carrying to storage room and storing—man minutes	265	195
	340	252
Hoisting van on elevator to floor of storage, unloading, tagging and inventorying—man minutes	80	80
Carrying to room and stowing—man minutes	185	120
	265	200

#### AUTOMOBILES

Time taking in, placing and jacking up for dead storage ..... 2 men 40 min. ea.—80 min.

#### PIANOS

Time taking from 1st floor to elevator to 6th floor, placing in piano room and covering ..... 2 men 14 min. ea.—28 min.

#### TRUNKS

Time taking to trunk room, tagging and inventorying ..... 1 man 12 min. —12 min.

In connection with this subject the question of type of vehicle treated in the chapter on "Cartage"<sup>2</sup> should be carefully considered as the electric and horse-drawn vehicles are more suitable for handling on elevators than gasoline vans.

### Cost Sheet for Warehouse Labor, New York, 1922<sup>3</sup>

(1) Wages: Per year on basis of crew, including room packer and two helpers, \$4,784—Average for 1 man	\$1,594.67
(2) Overhead: 20 per cent of wages. This proportion of overhead is used because actual experience in calculating costs of packing labor and van service gives an average for overhead which approximates 20 per cent of wages in each case.	318.93
(3) Compensation Insurance: Annual premium on average wage of \$1,594.67 at .03407—1922 rate equal to	54.32
Total general cost for one man	\$1,967.92

<sup>2</sup> Chapter XI, to be published later.

<sup>3</sup> The warehouseman quoted does not hoist van to floor of storage but unloads at platform—C. A. A.

There are also two general methods followed in inventorying goods on receipt at warehouse.

One method is to have a checker or inventory clerk typewrite the warehouse receipt and the duplicate or inventory as the goods are unloaded.

#### Lot and Piece Numbers

The other is to make the inventory by pencil or pen from which later is made the warehouse receipt. In either case it is now the general practice to give each article listed an individual lot and piece number. One plan is to start the customer with a lot number and use that lot number for any goods that come in for him subsequently. Another is to give each lot that comes in the next succeeding number regardless of whether the goods received are to be added to goods already on storage for a depositor or for a new account. Each method has its advantages.

As the goods are unloaded each article is listed and numbered and a tag attached to it bearing its lot and piece number.<sup>5</sup> The lot number is usually placed above on the tag and the piece

number below, e.g.,  $\frac{1478889}{36}$

and a method frequently followed is to

stamp the lot number on a number of tags estimated to be enough for the lot expected to arrive, and then add the piece number by indelible pencil as the inventorying proceeds.

For quick identification of articles in a lot, many warehousemen use tags of various colors, giving each lot received a different colored tag until the colors are exhausted, and then starting over. By this method each lot received on a given day will have a different colored tag unless the receipts are very heavy. The disadvantage of this system is that the men are led to rely on the color of the tag rather than on the lot number, and mistakes may thereby be made.

#### Driver's Memorandum

Upon receipt of goods either at owner's house by the employees of the depository or at the depository if delivered there, it is customary to give a memorandum or driver's receipt. These may be in book form, with originals and dupli-

<sup>5</sup> A tough fiber stock tag with reinforced eyelets should be used, as the cheaper tags easily tear away. When the warehouse receipt and inventory are typed directly as goods are received, a third flimsy copy should be made up, to be filed either numerically or in customers' file, as a reserve in case the inventory should become misplaced or lost.—C. A. A.

Operation 70 per cent of 2700 work hours—1990 hours. Cost per hour for warehouse labor	.9889
Time required for unloading from van, tagging, listing, taking on and off elevator and packing away in storage one van load goods—5 hrs., 1 min. at .9889 per hr.	4.961
Labor out would require 4 hrs., 5 min.	4.036
	2) 8.997
Average cost of handling van load—one way.	\$4.498

NOTE.—Elevator service, light and time of elevator operator are included in space cost and charged for in storage rate. Marking crayons, tag, etc., and time of lister are included in overhead.

### Cost Sheet for Warehouse Labor, New York, April, 1925

(1) Wages: Per year on basis of crew, including room packer and two helpers, \$5,252—Average for one man	\$1,750.67
(2) Overhead: 12 per cent of wages. Includes proportionate share of public liability, bonding and compensation insurance. Does not include space charge.	210.08
Total general cost for one man	\$1,960.75
Operation 57 per cent of 2817 hours	1604 hours
Cost per hour for warehouse labor	1.22
IN time required to unload one van	84 minutes
IN time required to store away van	181 minutes
Total	265 minutes
OUT time required to unpack one van	145 minutes
OUT time required to load one van	71 minutes
Total	216 minutes
Labor in	265 minutes
Labor out	216 minutes
Total	481 minutes equals 8 hours both ways and 4 hours one way
Average cost of handling a van load one way	4.88

NOTE.—Elevator service, light, and time of elevator operating are included in space cost and charged for in storage rate. Marking crayons, tags, etc., are included in overhead. Time of lister is a direct charge against storage.

<sup>4</sup> These figures are from a warehouse where van and contents are hoisted to floor of storage.—C. A. A.

cates. A sample of such a memorandum receipt is shown on opposite page.

After the goods have been received, tagged and listed they must next be stowed in the room or space assigned to them.

#### Stowing Goods

In small and medium-sized depositories this work is usually done by the van men under the supervision of the superintendent or foreman.

In larger establishments a separate force is maintained, under a warehouse foreman, which does all stowing and unstowing, giving access, etc.

To stow goods in the most compact manner and yet so as not to injure the goods requires considerable skill, and this is a part of furniture warehousing that will repay close attention.

Whether a load of goods occupies a space 8 ft. x 5 ft. or 8 ft. x 5 ft. 6 in. means a difference of 10 per cent, or \$7.20 per year if the rate is 1½ cents per cubic foot, and yet 6 in. more or less in a large warehouse might seem of very little importance.

However, a man who could save that 6 in. might save several thousand dollars per year in a depository having a 1000-vanload capacity.

Depositories that have ample space for unloading where goods may remain until they can be stowed leisurely and carefully have an advantage that may be of considerable importance over depositories in which the goods must be stowed away as rapidly as received.

On the other hand it takes less time to carry goods directly from the van or the elevator to the room or space and stow away than it does to unload from the van or elevator to unloading space and subsequently carry to the room or space and stow.

A few depositories have made it a rule not to accept goods for storage unless padded and wrapped and/or crated. Such a rule makes it possible to stow goods with little likelihood of injury and may be necessary where excessive conditions of smoke and dirt prevail.

In general, such a policy is not advocated, as it tends to make storage costs unduly high for short period storage and thereby reduces the demand for space.

For instance, let us take a case of some three van loads of goods to be stored for three months. The packing of the books and china and hauling to warehouse would cost, say, \$60. The storage for three months at a 1½ cents per cubic foot rate, say, \$60, and the return cartage and unpacking, \$40—a total of \$160, or \$53.33 per month.

If complete packing is insisted on, the first cost would amount to, say, \$200, the storage \$66 (the packing would add 10 per cent to the storage space), and the delivery and unpacking \$60—a total of \$326, or \$108.65 per month.

At the other extreme are warehouse-



Simple rack—devised by T. A. Jackson, Chicago—for the protection of upholstered davenports in storage

men who will accept the most fragile and valuable goods for storage, merely making certain that it is agreed their liability does not exceed \$50 on any one piece un-

less additional liability is paid for, and then charge for the space necessary to store the goods with safety.

Under this plan it might possibly be necessary to use twice as much space in storing the goods in the above example, making the storage rate \$40 per month. But the total cost to the customer would be but \$73 per month for the three-month period.

In stowing goods the heavy pieces should be at the base, light articles at top. Generally heavy pieces of furniture should not rest on their legs or arms but on sides or back. Care must be taken to keep pressure off upholstered, stuffed, leather-covered furniture and the like.

At all places where there is contact, pads or wraps should be placed to prevent rubbing and marring. Felt and cotton pads are best for this purpose. They produce less fire hazard than paper and excelsior and offer greater protection than burlap.

T. A. Jackson,<sup>6</sup> the well-known Chicago warehouseman, has devised a simple rack for the protection of upholstered davenports in storage. These racks are made in his packing department at slight expense, and he states that they eliminate much damage. (Illustrations above.)

As a check to give assurance that all goods received at the warehouse have been stowed in the room or space (or to give notice of the article missing so that immediate steps may be taken to locate the article) many warehousemen have adopted the "blocks of ten" system. (Illustration, page 30. This consists of a large tag which is placed in a conspicu-

<sup>6</sup> President Jackson Storage & Van Co., Chicago.

## DRIVER'S RECEIPT

THIS IS ONLY A MEMORANDUM ACKNOWLEDGMENT

192

**Storage Company**

Received from

SUCCESSORS TO STORAGE DEPARTMENT  
AMERICAN SECURITY & TRUST CO.  
1140 FIFTEENTH ST. WASHINGTON, D. C.

The owner of the goods declares that the value in case of loss or damage for each or any piece or package and contents thereof, does not exceed \$50.00. The owner has the option of paying a higher rate, without limitation as to value, in case of loss or damage from causes which would make the Company liable, but agrees to the specified valuation named, in case of loss or damage from causes which would make the Company liable, because of the lower rate hereby accorded.

To be stored in private room:

To be stored in open storage:

To be stored in vault and insured for

\$

To be stored in cold storage and insured for \$

To be packed and shipped:

by Freight

by Express

To be moved to

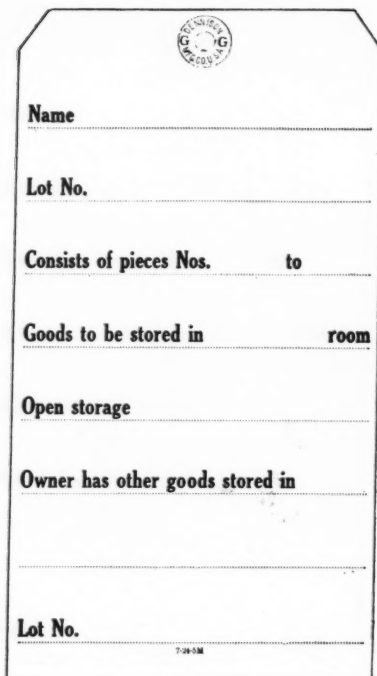
carpets and rugs to be cleaned:

4-1-21  
125 Boxes

Signed

DRIVER

Memorandum receipt for driver



**Name** \_\_\_\_\_

**Lot No.** \_\_\_\_\_

**Consists of pieces Nos.** \_\_\_\_\_ **to** \_\_\_\_\_

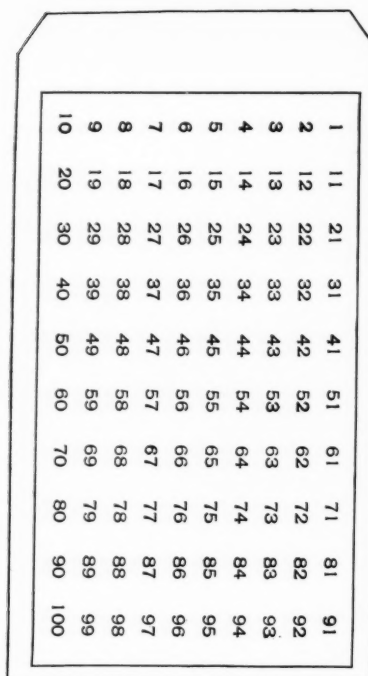
**Goods to be stored in** \_\_\_\_\_ **room** \_\_\_\_\_

**Open storage** \_\_\_\_\_

**Owner has other goods stored in** \_\_\_\_\_

**Lot No.** \_\_\_\_\_

7-28-24



1	11	21	31	41	51	61	71	81	91
2	12	22	32	42	52	62	72	82	92
3	13	23	33	43	53	63	73	83	93
4	14	24	34	44	54	64	74	84	94
5	15	25	35	45	55	65	75	85	95
6	16	26	36	46	56	66	76	86	96
7	17	27	37	47	57	67	77	87	97
8	18	28	38	48	58	68	78	88	98
9	19	29	39	49	59	69	79	89	99
10	20	30	40	50	60	70	80	90	100

Illustrating "block of ten" system for minimizing misplacing of goods—to left, obverse side; to right, reverse side

ous place on the lot of incoming goods. When the men stow the goods they check off on the numbers on the back of the tag the corresponding number to the article stored. At the finish, should there have been 87 pieces on the inventory, all numbers 1 to 87 should have been crossed off on the tag. If one number is not crossed off, by reference to the inventory the name of the missing item may be found. In cases where there are more than 100 pieces, No. 1 is checked a second time for 101, and so on.

Trunks, golf clubs, tennis racquets, fishing tackle or sporting implements, and rugs or carpets, are generally stowed in front of room or pile so as to be accessible if wanted.

Some depositories make a practice of sealing all trunks with a numbered seal, the number being recorded, as a protection against claims for pilferage. Others seal all trunks or cases only when a value of more than \$50 is declared, or if on arrival by express a value higher than \$50 is shown.

It is customary to place in the vaults all cases or packages arriving at the depository on which a value of \$500 or more is shown. In some depositories this action is taken if the value is more than \$100.

With reference to rugs or carpets stored with goods, it is a good plan to place at the front of the pile, or on the room door, a tag of a distinctive color, so that the warehouse foreman will have knowledge of where such articles are. In January, a letter or notice should be sent to the storers advising them to have their rugs or carpets examined and moth-proofed (or transferred to the rug room).

It occasionally happens that goods will be delivered at the depository and the wrong name given. The owner will probably ultimately make inquiry for them, but if the goods are stored in another name they may be quite effectually lost to the owner, though safely stored in the depository.

It is well in such cases to cross-index under "Astray" or "Unknown" all such lots on the warehouse records. Then when inquiry is made for goods a search of this astray account may reveal the wanted goods.

As a precaution against pilfering, some companies enforce a rule that no parcels may be taken from the depository by employees unless shown to the superintendent or an officer.

Customers sometimes send keys in and request the storage company to open a trunk, remove part of the contents and despatch it. The best practice in all such cases is have the trunk opened and re-

locked in the presence of an officer, who should then hold the key until it is returned to the depositor. A record should be made of the transaction. If keys are left at the office with request to hold, they should be retained under seal—preferably the owner's personal seal.

"Keep Forward" tags, usually red in color, are supplied customers in small quantities to affix to such articles as they wish stowed so as to be accessible. (See accompanying illustration.)

Pianos, phonographs, etc., are generally stored in special sections which are heated. Dust covers are provided by the depository, and cloth covers, while more expensive, are much better than paper covers and last so much longer as to be more economical.

For economy of space, grand pianos are frequently stored on end on dollies. Illustrations on opposite page.)

Special trunk or luggage rooms are provided, in practically all the modern depositories, in which single trunks or small lots of luggage may be stored. Most such rooms are equipped with steel racks on which the trunks are stored.

Rooms are provided also for the dead storage of automobiles. It is customary to jack the cars up; partially deflate the tires, for their better preservation; and if charging equipment is not provided, to remove the battery and store with a battery company if the car is to remain on dead storage longer than a couple of months. Where there is considerable dust or smoke it is best to cover the cars with cloth covers. Paper boxes are objectionable because of their quick inflammability.

#### Iredale Piano Rack

The Iredale piano rack<sup>1</sup> invented by a Chicago warehouseman is a recent device for economizing space in the storing of grand pianos. By its means three grand pianos can be stored in the floor space of one standing on its legs.

Valuable paintings and mirrors are stored on the walls of piano rooms to some extent, as paintings, as well as pianos, are subject to damage from alternations of temperature. It is, however, only in a few large centers, mostly

<sup>1</sup> Devised by C. C. Buck, mechanic and inventor, of Iredale Fireproof Warehouses, Evanston and Winnetka, Ill. This "Iredale grand piano rack," manufactured and distributed by the Service Steel Products Co., Chicago, was described in the July, 1925, issue of DISTRIBUTION AND WAREHOUSING.

**FIREPROOF WAREHOUSE**

**Storage Company**

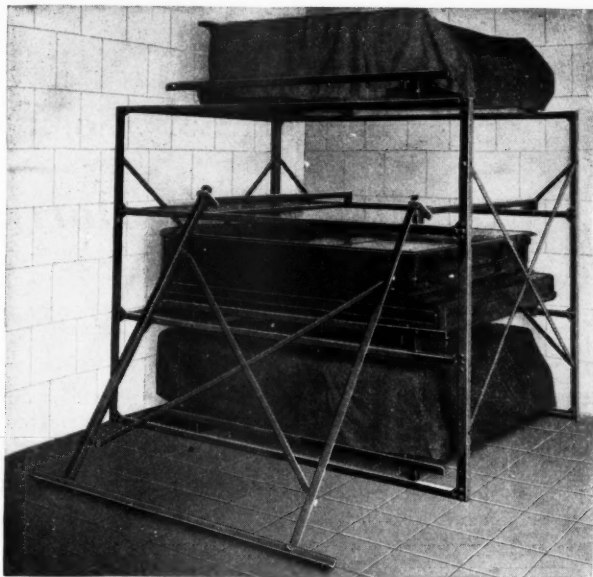


**KEEP FRONT.**

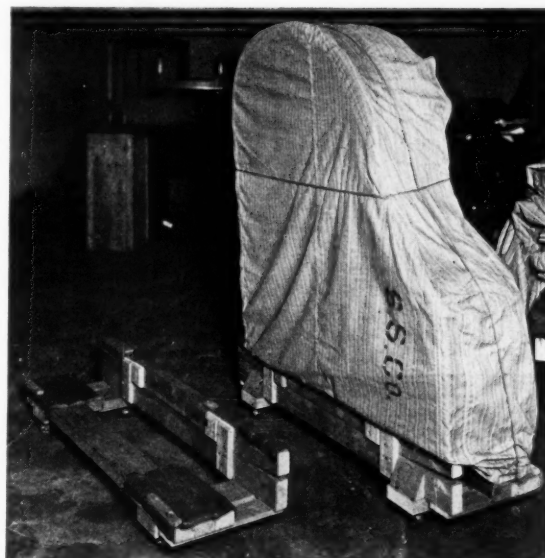
2-23-25M

"Keep Forward" tag, usually red, supplied to customer to affix to articles stowed so as to be accessible





*Steel piano rack*



*Piano dollies*

in the East, that there is found any considerable demand for hanging space for pictures. The charge is by the square foot.

It is well also to store especially valuable articles of imported furniture in the heated piano room.

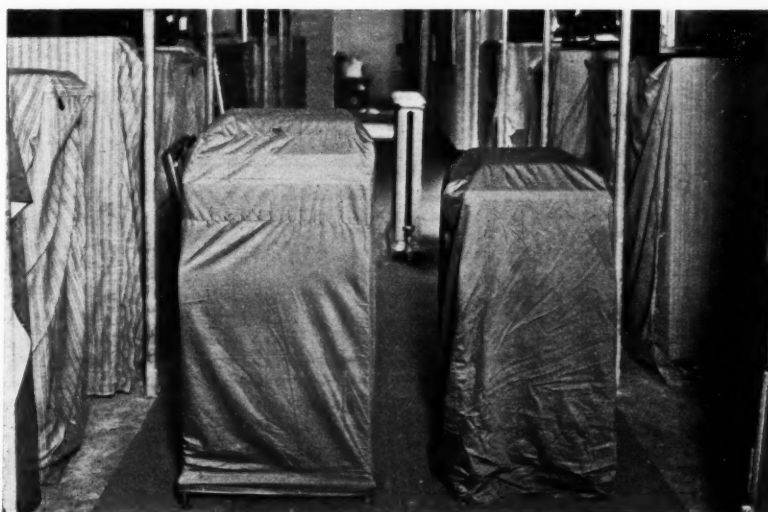
#### *Fumigation*

Warehousemen have found no satisfactory method of protecting goods in storage from the clothes moth, the buffalo bug and other insects (except in cold storage, which is treated in a separate chapter\*, and excepting rugs which can be protected in special rooms), and they experience more or less difficulty because of damage from these creatures, resulting in dissatisfaction and frequent though unjustified claims.

One or two depositories have experimented with hydrocyanic-acid gas (HNC), a lighter than air gas fatal to all animal life. This, however, is a very expensive and somewhat dangerous practice and does not eliminate entirely moth damage, as the gas does not penetrate closed cases, trunks and articles of furniture.

One large depository has installed a fumigation chamber where moth-infested articles of furniture can be thoroughly fumigated by the hydrocyanic-acid gas process.

This chamber is nothing more than an air-tight room with a vessel to contain the fumigant near the center. The furniture or other articles to be fumigated are placed in the room and remain there for several hours, usually overnight. This is sufficient entirely to destroy all life in the egg pupa, larva or the moth itself. The quantities of hydrocyanic acid necessary per cubic foot of space are given in the following chapter. Great care must be used in handling



*Dust covers*

hydrocyanic acid as it is dangerous to human as well as insect life.

Methods of fumigation and moth control are described in Bulletins Nos. 1353 and 1346 of the Bureau of Entomology,

United States Department of Agriculture, entitled "Clothes Moths and Their Control" and "Carpet Beetles and Their Control," from which the extracts in the following chapter are taken.

### **The Next Chapter of Mr. Aspinwall's Book**

#### **—CONTROL OF INSECT PESTS—**

**Will Appear in the June Issue of**

***Distribution and Warehousing***

\* Chapter XIV, to be published later.



# Let's Take the Old Family Album Out of Storage!

## Success Story No. 2

### Miss Jennie Harris

*An "Express and Moving" Sign in Front of Her Home Started Her on the Upward Road*



*This is Jennie Harris, the warehouse woman who accompanies her own trucks on moving jobs to make certain that her customers are satisfied*

TEN years ago Miss Jennie Harris of Oakland, Cal., worked in the office of a moving and storage company, receiving complaints about damaged and broken household goods; she knew just what people did and did not like about the way their furnishings were being handled, and with this knowledge ideas came into her head—ideas on how service might be bettered to the customer. But the company for which she worked was slow in putting the ideas into practice. So she decided to use them in a moving and storage business of her own.

That was the origin of the No-D-Lay Moving & Storage Co., now operating a fleet of trucks in the east San Francisco Bay district and a transfer service from Oakland to Los Angeles and waypoints—one of the few companies in the United States, in both the moving and storage business, owned and run by a woman.

The early days of this now prosperous firm were inauspicious enough. Miss Harris, then not yet old enough to vote, hung out a sign on the front of her home: "Express and Moving." When business came her way she impressed a man with a horse and wagon for rent into service—and she went with him to see that the job was done in a way that would bring more business!

Right there, according to this young lady, is the secret of her success.

"In those early days I used to go out with this man on every job I got," she says, in telling of her experiences. "I saw to it that things were unloaded—not dumped! I did a little advertising, as much as I could afford, and depended on one person telling another that I had given satisfactory service.

"I still go out on all jobs where household goods are to

be moved. When the housewives hear me telling my men 'Be careful with that piece!' or 'That's glass—watch out now!' they have a feeling of confidence that their goods are going to arrive at the other end, safe and sound. When you give service like that, people are going to tell their friends about it."

Miss Harris' motto in business has been, from the start, "Service—and then some more service." Her contention is that a woman instinctively is suited for the moving business. Instinctively so because, she says, a woman can go into a room and mentally place the furniture somewhere near the location where the mistress of the house will want it, saving untold lifting and relifting. Also she can appreciate a woman's feeling when she is watching the movers handle a load of priceless Haviland china. It is a wonder to Miss Harris, she says, that there are not more women in the moving business.

Skeptics told Miss Harris she wouldn't have a chance to succeed in the business when she started, because her drivers and furniture handlers wouldn't take orders from a woman. This has been a small obstacle in her path, she claims. She asks every man when he starts if he is willing to take orders from, and work with, a woman. If he isn't that ends the matter; he is not given a job. But controversies between Miss Harris and her employees never arise, according to the young lady. A typewritten list of rules is handed each new employee, and these he must live up to—if they are not, there are other men willing to take the job who will obey them. Among these rules are the following:

"Courtesy to the customer is essential. If there is any arguing to be done, the office will do it."

"No one likes to see a grouch around the place—much less people who are paying for the work—Keep smiling."

"You are personally responsible for breakage due to your carelessness—Don't be careless and this rule won't mean anything to you."

"If you have a kick, come to the office with it—Don't tell it to the world."

The path of the person breaking into the moving and storage business is not strewn with flowers, Miss Harris asserts.

"It would be an easy job to start this business where there is no competition," she remarks, "but I have had to do a lot of figuring and planning and developing of ideas that were just a little bit ahead of the other companies in this line of work. Some of the liveliest and best managed companies in the moving and storage business in the United States are around here and it keeps you jumping to go along with them. But I believe that my constant devotion to giving personal service and the cooperation of

(Concluded on page 46)

# TWO BITS

Vol. VI. No. 11

A Bit Here, A Bit There

Gotham, May, 1926

## Our Bond Dept.

THE unidentified Chicago storager "B. Ottledin Bond" has just burst forth loquaciously with another epistle addressed to Ye Ed. on a/c he is sore at us on a/c we filled his previous letter, published several mos. ago, with asterisks & things to denote editorial footnotes expressing opinions of some of the things which the other letter set down. "B. Ottledin Bond" had promised us a golfing utensil or so, to complement Ye Ed.'s golfing utensil set, but now he renigs, as indicated by the following fresh epistle:

"Gent: I see you went & done it. Just as if there wasn't enough, . . . 's in my letter already, you up & filled it with sharps, flats, naturals & ¼-rests. Whom do you think I am, Irving Berlin?\*

"Now, I got nothing vs.\*\* you. All personal feelings aside & purely & simply on a/c I am a man\*\*\* of my word, you get no pasture pool cues\*\*\*\* from me. I told you, plain as the star on the swear-page on the Nov. issue, that if you tried to repunctuate my perfectly good—your statements to the contrary notwithstanding—correspondence, you'd get no golfing utensils.<sup>1</sup> So you see, it would be vs.\*\* my principles, which has become high & noble, & my conscience, which has become sensitive & particular during my long contact with the storagers' industry, to break my word & so I must keep the utensils.

## Sews Your Wild Outs

"Furthermore & also, it would be a soiled trick to complete your kit of turf-destroyers<sup>2</sup>, for whence then would come a theme for *Two Bits*.

"For the whole 12-mos. now you've been collicking<sup>3</sup> about sparcity of spoons & things, to the entire exclusion of even matches & blotters & red-headed office boys, your former stand-bys. If you were to take the field with a whole set of mowers<sup>4</sup>, *Two Bits* would shrink in reader interest.

"So may thy days be long in the space the make-up man hath given thee. Selah!"<sup>5</sup>

WE are reluctant about thrusting our personal self before the storagers' industry, but—

As nobody has sent us much of late to fill up space with, therefore—

A wholly-perfect illustration of a bunch of storagers presenting Ye Ed. with a set of gold-tipped, fur-lined & diamond-studded golfing utensils is published herewith:

*The above picture was snapped on the afternoon before daylight saving went into effect, hence you should turn your watch back one full hour before looking at it—we mean before looking at the picture, not your watch. The man with his back turned and a bandage around his head is Ye Ed. of "Two Bits." It is not a bandage. It is a handkerchief, & we put it on so we would be distinguishable from the others in the group at the extreme right. There is no group at the extreme left*

## Chow Main Street

After we get this May issue of *Two Bits* out of the way & catch up on some sleep we contemplate to investigate the private personal life of Andy Murray, *Two Bits*'s business manager. While Andy was in Philadelphia last mo. (April) we opened a telegram that came to him & it was from Chin Lee, announcing the opening of Chin's new no-cover-charge restaurant at B'way & 44th St. . . . The cutest thing in the telegram was Chin's emphasizing the no-cover-charge in a wire to a Scotchman!

## Social Item

Gotham had more late-April sunshine than normally. Miss Helen E. Smith, treasurer for George Mercer's, the Burlington, Iowa, storager's company, was a visitor to this terrain.

## Our Golfing Dept.

ON a/c it has been winter Ye Ed. has not been paying much attention of late to golfing but our interest has now been stimulated, if anybody cares whether or no, by 2 developments, viz.:

1. Ralph Wood, the Chicago storager and sec. of the N.F.W.A., has donated us a bright new & shiny Lincoln<sup>6</sup> penny with the comment that it is a contribution toward financing our golfing utensils set.

2. An Associated Press story from San Francisco may make it possible for us to discontinue our personal campaign to induce the storagers' industry to gift us with sufficient volume of golfing utensils to go golfing with in dignified style. The A.P. yarn reads:

"Elimination of the golf bag and the clubs it contains<sup>7</sup> has been accomplished by a new golf club, the 'whole in one', a patented device containing the mid-iron, driving iron, putter, mashie and niblick. The invention is the idea of Father Alphonsus Gavin of Goldfield, Nev. The new club is like the ordinary club, except the head is affixed by means of a device that permits it to be turned at any angle instantaneously."

Our idea is that this device could be further perfected by combining with it an umbrella, a golfing score card, a pencil, a pencil sharpener, an electric cigar-lighter, & possibly a pair of iron gloves for use when retrieving golfing balls lost in cactus bushes. If the invention is to be used on the course at Charlevoix, Mich., an automatic wild-strawberry picker wouldn't be a bad addition, & certainly if the device is to be used on the course at Mackinac, Mich., a pair of collapsible rubber boots should be included, based on our N.F.W.A. golfing experiences.

## Agricultural Note

What we would like to know is why the U. S. Dep't of Agriculture should send us its pamphlet yclept "The Tattoo Method of Marking Hogs and Its Use", also its pamphlet "Nittall's Death Camas (Zygadenus Nuttallii) as a Poisonous Plant". If we had to raise hogs for a living we would probably be so lazy or careless that we would feed the zygadenus nuttallii to the hogs & thus avoid the trouble of tattooing them.

<sup>6</sup>Thereby advertising Ralph's firm, the Lincoln Warehouse & Van Co., Chicago. <sup>7</sup>This does not allude to Ye Ed.'s golfing bag, on a/c of paucity of contributions from amidst the storagers' industry.

\*The guy who decided to Mackay while the sun shines. \*\*In contrariety to. \*\*\*(?). \*\*\*\*Golfing utensils.

<sup>1</sup>Pasture pool cues. <sup>2</sup>Golfing utensils & pasture pool cues. <sup>3</sup>Probably means "stomach-aching." <sup>4</sup>Golfing utensils, pasture pool cues & turf destroyers.

<sup>5</sup>This is a Biblical word of unknown meaning; what "B. Ottledin Bond" probably intended to write is "Blah!"

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## New York Courts Uphold Warehousing's Position in Municipal Pier Storage Controversy

**T**HE public warehouse industry in New York has finally won its long fight against municipal competition brought about through the leasing, by the city's dock commissioner, of space, on two Staten Island piers, to a private company not identified with the commercial storage business.

Justice Lydon of the Supreme Court in New York County on March 22 signed an order to compel the Pan-American Wharfage Co. to remove from storage, in space rented from the city on piers 12 and 13, 4,420 tons of sugar which the Pan-American was storing there.

The order was based on a recent decision by the New York Court of Appeals, the State's highest tribunal—to which the Warehousemen's Association of the Port of New York had carried the case after two adverse decisions in lower courts. The Court of Appeals, reversing these two decisions, held that the dock commissioner had no right to lease any part of the city piers for warehouse purposes.

The background of this situation may perhaps best be explained by quoting from a speech which was recently made at a meeting of the Jersey Marine Club, Hoboken, N. J., by W. Clive Crosby, last year president of the Warehousemen's Association of the Port of New York. Mr. Crosby is president of the Fidelity Warehouse Co. and of Lawrence Son & Gerrish, Inc., two New York commercial warehousing firms. At the Hoboken meeting he said:

"The Warehousemen's Association of the Port of New York, realizing the growing tendency toward the use of piers for storage purposes, brought a mandamus against the city dock commissioner to prevent his continuing the use of piers 12 and 13 for storage purposes.

"Justice Lydon decided against the warehousemen and it was appealed to the Appellate Division, which, by a decision of 3 to 2, sustained the lower court. The case was carried to the Court of Appeals, which by unanimous decision of nine justices sustained the warehousemen's position, and, under the code of procedure, with the law fixed and the facts admitted, the warehousemen again

appealed to Justice Lydon for a mandamus. That was on Feb. 2."

Accordingly Justice Lydon, acting under the decision of the State's highest court, reversed late in March his own earlier ruling in the situation—thereby justifying the original contention advanced by the Warehousemen's Association of the Port of New York that the city had no legal right to lease municipal piers for storage purposes. Justice Lydon said in his later ruling:

"This proceeding has been remitted to me by the Court of Appeals for con-

need not be removed until called for by the owners, with the limitation, however, that all the sugar now stored thereon must be completely removed on or before Sept. 1, 1926."

The latter part of the order, permitting sugar to remain as late as Sept. 1, was consequent on an affidavit by Hans J. Inbrandtsen, president of the Pan-American Wharfage Co., to the effect that the sugar could not be taken away for the present because the ownership of the commodity stored was not known. The 4,420 tons were represented by 188 consignments and the entire quantity, it was explained, was being traded in daily on the New York Coffee and Sugar Exchange. The owners were constantly changing, it was stated, and the Pan-American company was in a quandary as to how the Court's order could be obeyed without burdensome expense to the company and possible loss to the owners.

Meanwhile there has been introduced in the Board of Aldermen a bill to amend the city's charter so as to permit the dock commissioner to rent upper stories of municipal double-deck piers for storage purposes—"without restrictions as to rent or income," to quote a local warehouse authority.

Representatives of the Warehousemen's Association of the Port of New York men with the committee of local laws of the Board of Aldermen and a hearing was set for March 19. At the hearing the port association was represented by a number of its members and the New York State Warehousemen's Association and the New York Furniture Warehousemen's Association by Charles S. Morris, and arguments were presented, on behalf of the storage industry, against enactment of the proposed ordinance.

The Merchants' Association of New York has gone on record opposing the ordinance, in conformity with the organization's established policy of opposing governmental competition with private enterprise. Mr. Crosby, who is a member of the association's committee on harbors, docks and terminals, presented a report to the association pointing out that there were ample facilities in the port in regular warehouses better suited

### What Don't You Know?

**MR. KAISER** answers legal questions on warehousing, transfer and automotive affairs.

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consideration on the merits. In the decision of the Court of Appeals it has been held that the use of the piers for warehousing is illegal and that it is the duty of the dock commissioner to enforce the terms of the permit and to notify the lessees to cease the illegal use. The Appellate Court, not having the power to use any discretion in the matter, has referred this proceeding to the Supreme Court for disposition, with the suggestion that the remedy of mandamus may be withheld where the enforcement of a strict legal right would work unnecessary hardship. The law having been settled as heretofore indicated, I now decide that a peremptory order of mandamus issue requiring the dock commissioner to perform his duty by preventing the Pan-American Wharfage Co. from using pier 13, Staten Island, as a warehouse, and by virtue of the discretion possessed by me I direct that the order shall provide that the sugar now stored on said pier



to the storage of sugar and other commodities, and that the change as suggested in the ordinance was for the apparent benefit of one firm only and would make legal that which is at present illegal, and that above all else there was involved the question of government in business.

Mr. Crosby presented the warehousemen's problem also to Mayor Walker and to Mr. Olvany, leader of Tammany Hall, at interviews, and subsequently, at the mayor's request, submitted a brief

setting forth in detail the industry's position.

#### Mr. Firth's Comment

Should the municipal ordinance be enacted, the effect of Justice Lydon's order would be nullified. The ordinance would have to be ratified by the city's Board of Estimate, which includes the mayor and the five borough presidents, before becoming law.

Commenting on the general situation, W. F. Firth, president of the Warehouse-

men's Association of the Port of New York, is quoted as follows:

"There never has been a public demand for utilizing the city's double-deck piers for storage purposes. The double-deck piers in Manhattan are used solely for the loading and discharging of cargoes of ships, and there is no reason why the State Island docks belonging to the city should not be so used. The Staten Island piers were built by the city for exactly the same purpose as the double-deck piers in Manhattan."

(Ga. App.) A common carrier may sell refused shipments of merchandise for freight and storage.—*Morgan v. J. B. Colt Co.*, 130 S. E. 600. Key No. 197 (7).

(Minn.) Placing motor trucks engaged in commercial freighting on regular time or route schedules in one class and all other trucks using public highways in another, as was done in Gen. St. 1923, § 2674, amounts to legislative finding that there was sufficient difference in use made of public highways to justify difference in classification, and is not discrimination contrary to Const. art. 9, § 1.—*Raymond v. Holm*, 206 N. W. 166. Key No. 42 (1).

(Neb.) Doctrine that consignee has right to examine goods before accepting delivery applies to interstate as well as intrastate shipments, not being restricted by Carmack Amendment (U. S. Comp. St. paragraphs 8604a, 8604aa), and also applies to carload lots.—*Mitchell v. Missouri Pac. R. Corporation in Nebraska*, 206 N. W. 12. Key No. 86.

(Duty of carrier as to making delivery and providing opportunity for reasonable inspection prior thereto may be determined by established custom and well-known usage which is binding on shipper and consignee, and time and place of inspection may be determined by custom or usage.—*Id.*)

(Ohio) In determining whether public necessity and convenience require motor transportation service over State Highway, the Public Utilities Commission is governed by proof of conditions in territory to be served, rather than by witnesses' opinions that a necessity exists.—*Eager v. Public Utilities Commission of Ohio*, 149 N. E. 865. Key No. 8.

(Ohio) Where operator of motor transportation service, under certificate of convenience and necessity, leased equipment from third

**R**ECENT legal cases of interest to warehousemen are digested herewith. Also a printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution and Warehousing* to cover publisher's costs. Key number should be specified.

party and constituted latter his fiscal agent, with authority to apportion receipts, and there was no interruption of service which at all times was efficient, it was error for Public Utilities Commission, under Gen. Code, § 614—87, as amended by 111 Ohio Laws, p. 512, to order revocation of certificate on ground of abandonment.—*Small v. Public Utilities Commission of Ohio*, 150 N. E. 37. Key No. 8.

(Verbal promise by holder to transfer certificate of convenience and necessity to third party at future time is not enforceable without approval of Public Utilities Commission, and does not constitute grounds for revocation of certificate.—*Id.*)

(Ohio) In view of Gen. Code, paragraph 614—84, as amended by 111 Ohio Laws, p. 19, where municipality is located on geographical border of State and motor transportation company desires to operate from point within city to border thereof, regulation of service within municipality rests with its authorities, and public utilities commission is without jurisdiction to entertain application for certificate of convenience and necessity.—*Cannon Ball Transp. Co. v. Public Utilities Commission of Ohio*, 150 N. E. 39. Key No. 8.

(Tex. Civ. App.) Under complete Tex. St. 1920 of Vernon Ann. Civ. St. Supp. 1922, art 7827½xx, warehouse bond was good for only one year from date of filing; hence surety could only be held liable for defalcation of principal for and

during that period.—*American Surety Co. of New York v. State*, 277 S. W. 790. Key No. 18.

(While placing of provision in bond of warehouseman that it might be canceled on giving of five days' notice by surety company was placed in bond for benefit of surety, yet it was not for purpose, nor did it have effect, of making bond continued undertaking, but was simply for protection of surety within life of bond.—*Id.*)

(Where plaintiff in suit on warehouseman's bond had alleged that bond was in force and effect on certain date, burden was on him to prove allegation.—*Id.*)

(General allegation that warehouseman's bond was in effect on certain date, which was after it would have been functus officio under law, was not an allegation that it was in effect by renewal, since "renewal" means that it is made anew, the extension of particular contract for another period of time.—*Id.*)

(Wash.) A warehouseman is bound to exercise ordinary diligence only.—*Birk v. City of Bremerton*, 241 p. 678. Key No. 24 (1).

(Wash.) Where it is shown that loss of goods stored with warehouseman is occasioned by a larceny, burglary, fire, or other cause which of themselves do not point to negligence on the part of bailee, bailee has met prima facie case made against him by his failure to return goods, and burden rests on bailor to prove negligence in care of property.—*Birk v. City of Bremerton*, 241 p. 678. Key No. 34 (5).

(Wash.) In action against warehouseman to recover damages for loss of goods destroyed by fire, evidence held insufficient to show that defendant was negligent in caring for property.—*Birk v. City of Bremerton*, 241 p. 678. Key No. 34 (7).

(U. S. D. C. Ohio) Action to restrain numerous criminal pros-



ecutions for purpose of enforcing Ohio Motor Transportation Act, was properly brought against members of the Public Utilities Commission, as against the commission's objection that the prosecutions were being initiated by State officials over which it had no control; it being commission's duty to enforce provisions of the act, and it being unlikely that other State officials would proceed criminally, unless advised by commission that plaintiff was amenable to the act and had not complied therewith.—*Red Ball Transit Co. v. Marshall*, 8 F. (2d) 635. Key No. 18 (6).

(If transit company organized to carry on business of transportation by motor truck of personal property was not subject to provisions of Ohio Motor Transpor-

tation Act, the Public Utilities Commission of Ohio had no jurisdiction over it, and latter's attempt to interfere with its business was subject to injunctive relief.—*Id.*)

(Where warehouseman's bond provided for cancellation by surety company on giving of five days' notice to county judge, letter of surety asking that bond be canceled, mailed after defalcation of principal, and some time after bond had expired, held not proof that bond had been renewed.—*Id.*)

(U. S. C. C. A. Va.) Safety deposit box renter, seeking to recover of bank for loss of contents of box, taken by burglars, must

prove neglect of bank to take measures to safeguard his property customarily used in community by ordinarily careful institution, fairly comparable in size and other conditions with defendant, which may be done by one witness having knowledge of prevailing usages, or by many witnesses testifying as to usages in different institutions.—*Bank of Grottoes v. Brown*, S. F. (2d) 321. Key No. 45.

(U. S. C. C. A. Va.) In action against bank to recover for loss of contents of safety deposit box, requested instructions that bank was not answerable merely because it omitted to take this or that precaution, though abstractly correct, held properly denied as misleading.—*Bank of Grottoes v. Brown*, 8 F. (2d) 321. Key No. 47.

## Analysis of Truck Costs as Worked Out by Warehouse Company in Long Beach, Cal.

By H. H. DUNN

THE increasing attention which warehousemen are paying to the details of the costs of maintenance, repairs and operation of their motor equipment is well shown in figures compiled by the City Transfer & Storage Co. of Long Beach, Cal. These figures cover three types of equipment—one and one-half ton trucks; two and one-half ton stake trucks, and two and one-half ton van trucks.

The accompanying tables show operating and overhead costs both per mile and per hour, both under present fuel and tire conditions, and also over ten years.

Operating costs are taken as including drivers' wages; gas, oil and grease; repair materials and labor; tires, depreciation, insurance, taxes, license fees, and rental and interest.

To overhead costs is charged the proportion of all other expenses chargeable to the motor equipment department of the company.

Five examples of each type of truck are shown in the tables, the purchase dates ranging from 1920 for two of the van trucks, to 1924 for one of the stake trucks.

THE table of comparative costs shows that costs of operation for the 1½-ton speed truck range from \$1.01 per hour to \$1.22, and that overhead costs per hour range from \$1.27 to \$1.47. On the 2½-ton stake trucks the operating costs range from \$1.40 to \$1.80 per hour, while the overhead costs for

the same vehicles range from \$1.41 to \$2.12.

Among the 2½-ton van trucks operating costs vary from \$1.36 to \$1.73 per hour, while the overhead costs reach as high as \$2.13 per hour, and drop as low as \$1.33.

The per-mile cost of operation of the 1½-ton speed truck averages \$0.254, and the overhead \$0.308.

Similar cost of the 2½-ton stake trucks averages \$0.336 for operation and \$0.368 for overhead.

On the 2½-ton van trucks the operating cost per mile, average, is \$0.472 and the overhead, average, per mile is \$0.464.

Daily mileage of the speed trucks ranges from 33.5 to 48; on the stake trucks, from 20 to 78 miles daily; and on van trucks from 21 to 30 1/3 miles.

### Years in Service Table Hypothetical Figures from Which Graphs Are Plotted

Year	Miles Run During Year	Total Miles Since Inst.	Repair Cost for Year	Total Rep. Since Inst.	Repr. Cost Current Year Per Mile	Aver. Repr. Cost Per Mile Install.
1	15,000	15,000	\$125.00	\$125.00	\$0.0084	\$0.0084
2	13,000	28,000	475.00*	600.00*	0.0365*	0.0240*
3	16,000	44,000	113.00	713.00	0.0071	0.0162
4	17,000	61,000	215.00	928.00	0.0127	0.0152
5	11,000	72,000	\$15.00*	1,743.00*	0.0740*	0.0242*
6	15,000	87,000	140.00	1,883.00	0.0094	0.0217
7	14,000	101,000	625.00*	2,408.00*	0.0375*	0.0238
8	12,000	113,000	175.00	2,583.00	0.0148	0.0229
9	14,000	127,000	725.00*	3,308.00	0.0518*	0.0260*
10	13,000	140,000	225.00	3,533.00	0.0173	0.0252

\*Overhaul during year.

Total miles run, however, is of such character as to indicate that an especially fair and long-continued set of tests has been made for each of the three classes of trucks. These totals range: for the Reo speed wagons, from 10,275 miles to 14,603 miles; for the stake trucks, from 6360 miles to 23,960 miles; and for the van trucks, from 6470 to 9440 miles.

#### The "Years-in-Service" Table

In the years-in-service figures, from which the company plots its graphs on motor-equipment repair costs, the mileage ranges from 15,000 to 140,000, so that the figures cover a wide range of operations, from one to ten years in service.

A glance at this table will show a number of interesting things, among them the fact that, while repair costs for the current year per mile will average as low as \$0.0084, at the end of the tenth year of operation they will have risen to \$0.0173—an increase of approximately 106 per cent. These figures are based on a total mileage of 15,000 for the first year, and 13,000 for the tenth year.

#### The Truck-Operating Table

In the table covering truck-operating costs under present fuel and tire prices, the figures show that the largest operating cost is depreciation, which is put at \$0.026, as compared with repairs, grease, material and labor, which is put at \$0.021; tires, placed at \$0.019; gasoline, \$0.016, and oil, \$0.0078.

The total cost per mile of operation of a 2-2½-ton express truck running 120 miles per day is placed at \$0.185 by these figures, while that of a 5-ton stake platform averages \$0.263 per mile on the 120-mile run.

The highest maintenance cost factor, of course, is the wages paid to the driver, ranging from \$27.50 for the 1-ton truck to \$35 per week for the 5-ton driver.

Next to this comes insurance; then garage, and then interest on the investment.

#### Cost Knowledge Limited

All these costs are clearly shown in the tables, though, from indications at the recent Sacramento convention of the Pacific Coast Furniture Warehousemen's Association, there are few warehousemen who either keep as close cost accounts of their motor equipment as does this firm, or pay as much attention to the results, and, unless one gathers information from cost accounts, there is little object in keeping them.

#### New Republic Two-Ton

The Republic Motor Truck Co., Inc., Alma, Mich., announces a new 2-ton truck known as model 15, which replaces the former model IIX. The Republic's complete truck line now consists of eight models ranging in capacity from 1½ to 5 tons. The standard wheelbase of the new model 15 is 153 in., with 173 in. available.

### Table Showing Truck Operating Costs Under Present Fuel and Tire Prices

	Standard Express— 1-Ton		Standard Platform— 3-3½-Ton		5-Ton
Capacity .....	\$2,200.00	\$3,400.00	\$4,100.00	\$4,700.00	
Chassis .....	320.00	395.00	425.00	475.00	
Body .....	120.00	120.00	150.00	150.00	
Cab and windshield curtains, etc. ....	265.00	345.00	520.00	565.00	
Freight, tax and handling .....					
Total ready to run, painted and lettered..	\$2,905.00	\$4,260.00	\$5,195.00	\$5,890.00	
Less tires for dep. purposes (tires are accounted for in operat. exp.) .....	274.00	316.00	730.00	879.40	
	\$2,631.00	\$3,944.00	\$4,465.00	\$5,010.60	
Net amount to use for depreciation .....	\$2,631.00	\$3,944.00	\$4,465.00	\$5,010.60	
MAINTENANCE (Fixed Expense)—					
Avg. int. on investment @ 7 per cent. (5 yr. to run 100,000 mi. or equiv. in ware.) .....	\$110.19	\$162.66	\$187.53	\$210.45	
Operating license, etc. ....	13.00	33.00	33.00	43.00	
Insurance: Liability to persons, \$10,000; prop. damage, \$1,000; collision, full coverage, fire, theft, conversion and confiscation (approx.) ..	212.81	251.06	276.98	282.45	
Drivers' wages—1-ton, \$27.50 wk.; 2-ton, \$30; 3-ton, \$32.50 wk.; 5-ton, \$35 wk. ....	1,430.00	1,560.00	1,690.00	1,820.00	
Garage (pro-rated on floor space) .....	144.00	198.00	198.00	198.00	
Contingencies and misc. sundries .....	75.00	75.00	100.00	110.00	
Annual painting and body repair (aver.) .....	95.00	100.00	115.00	135.00	
Total annual fixed charges .....	\$2,080.00	\$2,379.72	\$2,651.00	\$2,798.90	
Total daily fixed charges, 300 day year ..	\$6.93	\$7.93	\$8.84	\$9.30	
OPERATING COST—					
Gasoline (wholesale): 15c. gal. ....	\$0.016	\$0.02	\$0.03	\$0.034	
Oil (high grade East. whol. @ 71c. gal.) .....	.0078	.0082	.0082	.0089	
Tires (all solids high type 15,000 mi. basis) ..	.019	.021	.041	.058	
Repairs and grease (lab. material bills) .....	.021	.0295	.0366	.0392	
Depreciation on 100,000 mi. basis .....	.026	.0394	.0446	.05	
Total operating or variable cost per mi. .	\$0.09	\$0.12	\$0.16	\$0.19	
Daily total operating cost based on miles run with fixed daily cost pro-rated. Miles	1	20	50	60	120
Aver. 1-ton express body—					
Mileage charge .....	\$0.09	\$1.80	\$4.50	\$5.40	\$10.80
Fixed daily charge .....	6.93	6.93	6.93	6.93	6.93
Total daily charge .....	\$7.02	\$8.73	\$11.43	\$12.33	\$17.73
Aver. 2-2½-ton express body op. cost .....	\$0.12	\$2.40	\$6.00	\$7.20	\$14.40
Fixed daily charge .....	7.93	7.93	7.93	7.93	7.93
Total daily charge .....	\$8.05	\$10.33	\$13.93	\$15.13	\$22.33
Total cost per mile .....		.51	.278	.25	.185
Aver. 3-3½-ton stake platform—					
Operating cost .....	.16	3.20	8.60	9.60	19.20
Daily fixed cost .....	8.84	8.84	8.84	8.84	8.84
Total daily charge .....	\$9.00	\$12.04	\$17.44	\$18.44	\$28.04
Cost per mile .....		.60	.38	.30	.23
Aver. 5-ton stake platform—					
Operating cost .....	.19	3.80	9.50	11.40	22.80
Daily fixed cost .....	9.30	9.30	9.30	9.30	9.30
Total daily charge .....	\$9.49	\$13.10	\$18.80	\$20.70	\$32.10
Total cost per mile .....		.61	.376	.345	.263

### Comparative Costs Table

On Different Sized Trucks Operating Under Different Conditions, Showing Comparison of Operating Cost and Overhead Cost, Per Mile and Per Hour

Notes: Operating costs include driver's wages, gas and oil and grease, repair material, repair labor, tires, depreciation, insurance, taxes license, rent, interest. Overhead costs include proportion of all other expense.

Class of Truck	Date Purchased	Total Miles	Miles per Day	Cost per Mile		Total Hours Oper.	Hours per Day	Cost per Hour	
				Oper.	Over-head			Oper.	Over-head
1½-ton									
Reo Speed	1921	11,410	37½	\$0.28	\$0.37	3,156	10½	\$1.01	\$1.33
Reo Speed	1922	11,700	38½	.25	.29	2,655	9	1.10	1.27
Reo Speed	1922	14,603	48	.21	.26	2,580	8¾	1.22	1.47
Reo Speed	1922	10,275	33½	.30	.35	2,583	8¾	1.20	1.40
Reo Speed	1923	12,791	42	.23	.27	2,678	8¾	1.14	1.29
2½-ton									
Stake Trucks	1922	12,824	42	.35	.35	3,166	10¼	1.40	1.41
Stake Trucks	1921	6,360	20	.42	.47	1,606	5¼	1.65	1.97
Stake Trucks	1923	15,027	50	.35	.37	3,110	10½	1.67	1.81
Stake Trucks	1923	18,628	61	.31	.36	2,201	10½	1.80	2.12
Stake Trucks	1924	23,960	78	.25	.29	3,378	11¼	1.80	2.06
2½-ton									
Van Trucks	1921	9,440	30½	.40	.41	2,745	9	1.36	1.42
Van Trucks	1920	7,480	24¼	.57	.56	3,105	10½	1.39	1.33
Van Trucks	1922	7,319	23	.60	.55	3,040	10	1.44	1.34
Van Trucks	1923	9,333	30	.40	.32	2,147	7	1.73	1.42
Van Trucks	1920	6,470	21	.39	.48	1,466	4¾	1.73	2.13

# Editorial Comment

## Car Valuations

THE public storage executives should give some thought to the action taken by the New York Furniture Warehousemen's Association in deciding—as part of its policy with relation to storing motor cars on the declaration of value basis—to consider the Blue Book of the Chicago Automobile Trade Association as the standard reference volume of prices of used cars. Here is an idea that most warehousemen will perhaps find valuable as it is new.

Assume that an automobile owner, on putting his virtually new car in storage, places a value of \$2,000 on it. If the car is kept in storage longer than one year, the depreciation may be 50 per cent. At the end of five years its true valuation may be practically nothing.

Is it fair to the warehouseman, at the close of the five-year storage term, that the original valuation of \$2,000 shall still be set forth in the contract and receipt form?

Here is where the Chicago Automobile Association's Blue Book enters definitely into the warehouseman's business. The valuations of used cars is changed yearly in this book! The fire underwriters know that and they look upon the book as their manual in determining used car valuations as affected by depreciation. And the automobile trade itself accepts these figures, changed year by year, as standard.

A volume that so serves the purpose of the fire underwriters and the automobile industry itself is worthy of being considered by warehousing as a standard reference book for consultation when motor cars are taken into storage.

If warehousemen throughout the country would keep the Blue Book on hand in their offices and use it in the way it may and should be used in business relations with customers, the

public would in time become accustomed to the policy and would be educated to accept the prices in the book as figures equitably worked out by the very industry which produces the cars going into storage. By consulting the Blue Book, argument between customer and warehouseman as to fair valuation would be terminated before it was begun. The prices—new ones each year—are there in black and white, and it is believed that, in case of dispute that might ordinarily lead to court proceedings, the courts would look upon the prices as set down in the Blue Book as figures that are fair and conservative, particularly when it is known that dependence on them is placed by the fire underwriters.

Which illustrates for the eleventh time the constructive value of warehousing's trade associational activities and discussions. In this instance the New York organization broadcasts a thought wave that is well worth tuning in on.

## Telephone Directories

ANOTHER method of effecting both self-service and public service is being pointed out through a voluntary job on which the Kansas City Warehousemen's Association has embarked—namely, ridding the local classified telephone directory of much of the existing confusion with regard to listings of storage companies engaged in the three branches of the business—merchandise, household goods and cold storage.

It is the plan of the Kansas City organization to have all local warehouse companies—members and non-members alike—listed under the classification "Storage," with three sub-heads, one for each branch. The telephone company is cooperating.

Examine the classified telephone directory of any city of

importance and you will find that the same confusion prevails in nearly every instance. Warehouse companies are listed under various headings. Some are not under "Warehousing" at all, though engaged in that business.

A concrete example of confusion, repetition and poor arrangement of listing is the current Red Book, which is the classified telephone directory of New York City. In this book there are warehouse companies listed under the following headings:

- Carpet Cleaning.
- Cold Storage.
- Expressing and Moving.
- Forwarding.
- Moving Vans.
- Packers.
- Storage.
- Truckmen.
- Warehouses.

A prospective customer looking under "Furniture Movers" finds the notation "See Moving Vans"; under "Furniture Packers," the notation "See Packers and Shippers"; under "Transportation, Motor," the notation "See Moving Vans also Truckmen."

These cross-references are helpful, but there is too much repetition of listing under the other various headings.

Many household goods warehouse companies make transferring a large part of their business, as indicated by the very corporate name—as Blank Transfer & Storage Co.. Yet one looks in vain, in the New York Directory, for "Transfer." All such companies are listed under numerous other headings.

The customer looking under "Furniture Movers"—a natural place to look—finds the notation "See Moving Vans." But household goods warehouse companies are listed not alone under "Moving Vans" but under "Expressing and Moving," under "Packers," under "Storage, Household Goods," and under "Truckmen."

One consulting "Merchandise



Warehouses" finds the notation "See Warehouses, Merchandise." But merchandise warehouses are listed also under "Storage, Merchandise" and under "Truckmen"—but without any reference, under "Merchandise Warehouses," to either of those classifications.

Under "Warehouses, Cold Storage," in the New York Red Book, only one of New York's cold storage warehouse companies is listed—and there is no cross-reference to "Cold Storage," where about thirty such companies are listed. Such an arrangement is absurd.

Under "Warehouses, Merchandise," about fifty merchandise storage companies are listed—with no cross-reference to "Storage, Merchandise," where some 115 companies are listed.

Under "Warehouses" there are three classification—"Bonded and Free," "Cold Storage," and "Merchandise"—but there is no classification for household goods warehouses. One must look under "Storage, Household Goods," but without any cross-reference to so indicate. Under "Storage, Household Goods" about 120 companies are listed—but under "Moving Vans" approximately 300 companies appear, many of them operators of household goods warehouses. Under "Packers & Shippers" the listed companies, about fifty, include warehouse operators.

More than four full pages are devoted to the listing and advertising of "Truckmen," and here are found many household goods warehouse companies in company with expressmen, transfermen, movers, riggers, haulers, contractors, export and domestic shippers and others not operating warehouses.

Where the same situation prevails in those cities where warehousemen are organized locally it would seem that the situation could be corrected—benefiting both the public and the industry itself—by properly approaching the telephone companies.

Warehousing should have a distinct classification among the other businesses and professions in such classified books.

The ideal way would be for

all companies which actually operate warehouses, to be listed under "Warehouses," with the three sub-heads "Merchandise," "Household Goods" and "Cold Storage." Such a list should be confined to companies which operate warehouses—barring all transfermen, haulers, expressmen, movers and others not actually operating public storage buildings. Elsewhere in the book should be the headings "Merchandise Warehouses," "Household Goods Warehouses," "Cold Storage Warehouses," "Furniture Warehouses," etc., without any listings under them, but with each carrying a cross-reference referring the consultant to "Warehouses."

With all warehouse operators properly listed under the three sub-heads under "Warehouses," the industry would be adequately and intelligently represented. Such companies as do also hauling, expressing, transferring, carpet cleaning, trucking, contracting, rigging, shipping, packing, machinery moving, etc., could then be listed also under the other appropriate headings. "Storage" could carry the notation "See Warehouses."

The Kansas City warehousemen are apparently meeting with success in their effort along this line. It is a movement worthy of consideration by the local association in other cities.

### Interstate Regulation

IT is not probable that Congress will at this session enact any law to regulate motor vehicle interstate commerce. This development will give the warehouse industry perhaps a year to line up its forces for the legislative battle that must finally come. It follows that during the months ahead there must be no cessation in the industry's efforts to prevent the passage of any statute which does not guard warehousing's interests in the ways they should be protected.

The very fact that the Cummins-Ainey bill was introduced at Washington is a tribute to the vision of a number of storage executives active in trade association doings. Several years ago the subject was

broached at conventions at which warehousemen with foresight warned the industry that a Federal attempt to control interstate trucking was certain to come. The warnings were pooh-poohed in many quarters. Suggestions that warehousing prepare itself by drafting a bill based on uniformity never came to fruition because of lack of interest generally. The minority with vision was unable to get anywhere with the majority that was skeptical.

Thus when the Cummins-Ainey measure was written, warehousing was not ready. A campaign of opposition had to be mapped out at the eleventh hour.

Now that Congress is taking no action for the present, the period of real preparation is at hand. The railroad interests, sponsors of the bill which has thus far failed of enactment, are not going to remain idle. Lobbying will go on and Congress will be pressed to do something in the fall or some time next year.

That the situation is vitally of importance is evidenced by the fact that virtually all of warehousing's trade associations have adopted resolutions opposing the bill in its present form. "In its present form" conveys the idea that warehousemen believe that some sort of regulatory legislation is inevitable, and probably it is.

The next step, then, is to make certain that our industry's rights are safeguarded in whatever law is enacted. To this end the local, State and regional trade bodies must give their support, in finances and brains and activity, to the two major associations.

In passing, it may be here related that during a recent conversation in Washington a warehouseman told a United States Senator some pertinent facts about why the household goods warehouseman who is an irregular carrier ought not to be compelled to come within the provisions of the Cummins-Ainey bill. The Senator is said to have exclaimed:

"Oh, hell; we never had any intention of regulating you fellows!"

Which is important if true.



## Moving Day in May Seventy-five Years Ago Was Tough on Humans, Animals and Furniture



*A New York street on May 1, 1851—as pictured by an artist of that period*

**T**HE May First moving day in New York City used to be a bit of a hazardous proposition for the innocent bystander three-quarters of a century ago—not to mention the wear and tear on household goods. The accompanying illustration shows how a street scene then appeared to an artist sketching for *Gleason's Pictorial Drawing Room Companion*. The drawing was published in the *Companion's* issue of May 10, 1851, and was commented on editorially as follows:

"The good people of Gotham seem to possess an irresistible desire to change their residences on the first of May annually, and the ludicrous scenes produced by everybody, and everybody's furniture, being in the streets at the same time, has been the subject of many a humorous poem and laughable prose sketch.

"Our artist has taken his cue from life, and the mad scene he has given us is not exaggeration upon the actual truth. Porters, draymen, women and children, horses and carts, dogs and pigs, all seem licensed on this day to run wild and unrestricted; but to appreciate the picture one must have been in New York on the first of May, and run the risk of his life, by being run over and trampled upon in the motley crowd of men and animals.

"In New England now, the first of May is a sort of rural holiday, when people go into the country for a breath of fragrant and pure air, and to join each other in the festivities often of dancing about the May pole as they used to do in olden times.

"The first of May in New York is a very different occasion."

# WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## American

TO the merchandise division of the American Warehousemen's Association have been added the following new members:

Grandview Club Transfer & Storage Co., Kansas City, Kan. Frank Southwick is president and W. J. Breidenthal is secretary.

Hamman Bros. Transfer & Storage Co., Decatur, Ill. John W. Hamman is manager and Phillip R. Hamman is operating executive.

Merchants Transfer & Storage Co., Austin, Tex. M. E. Horner is president and C. E. Milstead is operating executive.

Merchants Transfer Co., Marion, Ohio. J. W. Peoples is manager.

Meredith Storage & Furniture Co., Decatur, Ill.

Security Storage & Transfer Co., Portland, Ore. E. F. Younger is president and E. Luscher is secretary.

Standard Storage Co., Boston. Clifford M. Tyler is president and Richard M. Tyler is secretary.

Taylor Street Warehouse, Chicago. Owned and operated by New York Central Railroad Co.

## Memberships Retained

The following companies which were identified with the former household goods division—recently merged with the National Furniture Warehousemen's Association—have become affiliated with the merchandise division:

Big 4 Van & Storage Co., Edmonton, Alberta, Canada; Bowling Green Storage & Van Co., New York City; Columbia Storage Warehouses, New York City; Dorchester Fireproof Storage Warehouse, Boston; Fred F. Dye Fireproof Warehouse, Inc., Buffalo; Duluth Van & Storage Co., Duluth, Minn.; Fidelity Storage & Warehouse Co., Philadelphia; Jackson Storage & Van Co., Chicago; Knickerbocker Storage Co., Cleveland; Lincoln Safe Deposit Co., New York City; Manhattan Storage & Warehouse Co., New York City; Merchants Transfer & Storage Co., Washington, D. C.; Metropolitan Storage Warehouse Co., Cambridge, Mass.; Monarch Transfer & Storage Co., Kansas City, Mo.; National Capital Storage & Moving Co., Washington, D. C.; Nichols Transfer & Storage Co., Tulsa, Okla.; Orcutt Storage, Packing & Moving Co., St. Louis; W. Fred. Richardson Security Storage Co., Inc., Richmond, Va.; Secur-

ity Storage Co., Washington, D. C.; Suffolk Storage Warehouse Co., Boston; United States Storage Co., Inc., Washington, D. C.

## N. F. W. A. Will Go Back to Mackinac

THE next annual convention of the National Furniture Warehousemen's Association is to be held at the Grand Hotel on Mackinac Island, Mich. The meeting place was decided on by the directors at Chicago in March. Several other locations were considered—including Chattanooga, Tenn., which was turned down because of sultry summer weather possibilities; a boat trip on Murray Bay in Canada; and Grand Beach, a Michigan resort—but it was decided that the Grand Hotel offered the best accommodations and facilities for handling so large an assembly.

As to the Grand's ability to take care of the National, the National should know! It was there that the association was organized in the summer of 1920, and since then Mackinac has been the choice of all except two of the annual conventions—the one held at Lake of Bays, Ontario, in 1921, and the one in Charlevoix, Mich., in 1924.

The definite dates for the 1926 gathering at Mackinac were left for the association's secretary, Ralph J. Wood, Chicago, to arrange after a study of the Great Lakes boat schedules from Buffalo, Cleveland, Detroit and Chicago. The time will be somewhere from the 8th to the 13th of July—on this occasion late enough in the month so that the majority of the delegates will not have to do any traveling on Independence Day.

## Central New York

THE proposed Federal bill to regulate interstate commerce by motor vehicles was discussed in detail at the March meeting of the Central New York Warehousemen's Club, held at the Hotel Syracuse in Syracuse on the 20th. Action was deferred on a suggestion that the association oppose the measure, pending

further inquiry by the long distance hauling committee headed by Stanley E. Kerr, Binghamton.

The cost of operating vans in long distance hauling was discussed. Rough figures were set down on the cost of operating a \$4,500 van on a basis of 200 days' operation. These showed that the return on this vehicle, including a fair profit, should average \$50 a day. Members were urged to turn in such cost figures to the secretary, William J. Connor, Syracuse.

The association plans to prepare figures on liability and property damage insurance on motor truck with a view to making a cooperative effort to save money for the members.

## Colorado

THE Colorado Warehousemen's Association held its third annual convention on March 19 and 20 at the Vail Hotel in Pueblo, and elected officers as follows:

President (reelected), Erwin G. May, Weicker Transfer & Storage Co., Denver.

Vice-president, W. A. Jones, president W. A. Jones Transfer & Coal Co., Alamosa.

Secretary-treasurer (reelected), Edward C. Mason, president Over-Land Motor Express Co., Boulder.

Directors, Charles McMillan, secretary McMillan Transfer, Coal & Storage Co., Fort Collins; St. George Tucker, secretary Wandell & Lowe Transfer & Storage Co., Colorado Springs, and J. C. Vaughn, Rocky Ford.

The meeting was attended by 75 per cent of the members and by representatives of seven other companies. About sixty persons attended the banquet, at which Mr. Vaughn presided.

The first day was devoted to a discussion of transportation problems, including the Federal bill to regulate interstate motor vehicle commerce; State legislation, trucking costs, etc.

The second day's program opened with a discussion of household goods packing. Results from an estimating contest showed a variation of from \$42.50 to \$125 for the same job, which consisted of several rooms of furniture in the hotel. Following this an actual demonstration of packing household goods for shipment was put on by a packer from the Duffy Storage & Moving Co., Denver.

George A. Rhame, Minneapolis, Minn., attended as the representative of the

merchandise division of the American Warehousemen's Association.

### Massachusetts\*

THE March meeting and luncheon of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on the 18th, took the form of a reception to a former president, George S. Lovejoy, Boston, who had been unable to attend meetings since last fall because of serious illness.

After having been cheered for several minutes by the members, Mr. Lovejoy found himself unable to express himself, because of his emotions, except to say: "Thank you for this reception and also for the many courtesies and expressions of good will during my illness. I am very pleased to be back with you again."

Gardner Poole, Boston, president of the American Warehousemen's Association, gave a talk, illustrated with films, on the fishing industry.

The association elected to membership George A. Bowker, Inc., and the Worcester Cold Storage & Warehouse Co., both of Worcester, and the Fort Hill Storage Warehouse, Boston.

—S. F. Holland

### New Jersey Furniture

THE New Jersey Furniture Warehousemen's Association at its February meeting, held in Newark, went on record opposing the Federal bill to regulate interstate motor vehicle commerce and as opposing the gas tax bill pending in the State Legislature.

The advertising committee recommended a uniform method of placing space in telephone directories so that one warehouseman would not be played against another by solicitors.

The association favored the plan to have the New York, Pennsylvania and New Jersey associations have a joint three-day outing at Asbury Park, N. J., in June.

Emil Gaissert, Inc., Newark, and the Charles A. Hall Company, New York City, were elected to membership.

### Nashville

ADD another link to the chain of the public warehouse industry's trade organizations! The Nashville (Tenn.) Transfer & Storage Association has been organized, and if the plans of the Nashville interests mature there will soon be a Tennessee State body also.

The new association's first president is J. O. Price, secretary and treasurer of the Price-Bass Co., Nashville. The other charter members are the Bryan Terminals, Cayce Transfer Co., Doss Transfer Co., Durham-Billinsley Furniture & Storage Co., Durham Transfer & Storage Co., G. & S. Transfer Co., Herriford-Chadwell Co., Inc., Lawson Transfer Co., Luster Heavy Hauling Co., Nashville Warehouse & Elevator Corp.,

Reese Transfer Co., Sherman Transfer Co., Whittaker Transfer Co., and A. V. Fudge. The Bond, Herriford-Chadwell and Price-Bass firms are members of the Southern Warehousemen's Association, the Bond and Herriford-Chadwell companies are members of the National Furniture Warehousemen's Association, and the Bond company is identified also with the American Warehousemen's Association.

The purposes of the organizers are to promote mutual understanding among the members and to raise the standards of warehousing and transferring. Meetings are held on the third Thursday each month in the Chamber of Commerce Building.

—J. R. Reynolds

### CANADIAN CONVENTION JUNE 10-12

THE eighth annual meeting of the Canadian Storage & Transfermen's Association has definitely been set for June 10, 11 and 12. Toronto is the convention city. Invitations have been mailed by the secretary, E. A. Quigley, Vancouver, B. C., to storage executives and cartagemen throughout Canada, Great Britain and the United States.

### New York Port

RESOLUTIONS aimed at two bills now before Congress—the so-called Free Port Measure and the bill providing for regulation of interstate motor vehicle commerce—were adopted by the Warehousemen's Association of the Port of New York at its March meeting, held at the Whitehall Club on the 16th.

The memorial against the free zone project was adopted after H. E. S. Wilson, Hoboken, had outlined the features of the bill. The text follows:

"Whereas, the passage of Senate bill 66 would permit a State, legal-subdivision or a municipality to establish, maintain and operate docks, wharves and warehouses in free port zones, and

"Whereas, docks, wharves and warehouses owned or controlled by a State, legal-subdivision or a municipality are free from all taxes, and

"Whereas, such establishment would be in unfair competition to establish tax paying companies already engaged in the business of transportation, storage and shipping; therefore,

"Be it resolved, that the Warehousemen's Association of the Port of New York, Inc., protest against the passage of Senate bill 66, known as the Free Port bill, and

"Be it further resolved, that the manager be instructed to send notices of these resolutions to the senators for the States of New York and New Jersey and the representatives in Congress from all the districts of the State of New

York and of Hudson County, New Jersey."

Mr. Wilson reported also regarding the motor vehicle regulation bill, and the text of the resolution adopted reads:

"Whereas, the motor truck industry is comparatively new in the matter of extensive operations and should be permitted an unrestrictive competitive development, and

"Whereas, motor truck traffic, therefore, cannot be classed a monopolistic competition, having thus far regulated rates, and

"Whereas, by reason of short hauls by motor trucks operated by railroads, they have improved their earning power and seek regulation of competition, therefore

"Be it resolved that the Warehousemen's Association of the Port of New York protest against the passage of Senate bill No. 1734, known as the Ainey-Cummins bill, regulating interstate commerce by motor vehicles on the public highways."

Copies of this resolution were directed to be sent to senators and representatives from New York and New Jersey.

The association voted to instruct the manager, H. I. Jacobson, to communicate to the New York State Legislature the association's approval of Assembly bill 1222, which would permit the use of electric trucks with small wheels, such as are used by warehousemen within their plants, on public streets without licenses if such trucks used public streets only incidentally. The bill is designed to exempt such trucks from the definition of "motor vehicle" in its commonly accepted interpretation.

During the roll call receipts were reported in general exceeding deliveries, with labor plentiful and collections fair. Space occupancy was reported to be ranging from 21 to 90 per cent for merchandise and from 36 to 85 per cent for cold storage.

The association's activities with regard to municipal competition in pier storage are covered in the "From the Legal Viewpoint" department—see page 34.

### Pacific Coast

PRESENTATION of a report on the progress of the Committee of Twenty-one which is endeavoring to draft a California law for the regulation of motor carriers in that State, and discussion of the demands of the truck drivers' union which may lead to an important strike, featured the March meeting of the Pacific Coast Furniture Warehousemen's Association, held in Oakland on the 13th.

Minutes of the southern division's previous meeting showed that that division had refused to go on record as supporting State regulation of motor truck and stage operation, but had named a committee to study the subject and advise as to a course to be followed. Harvey B. Lyon, the association's president, announced at the Oakland meeting

\*For report of April meeting, see page 45.



that the same committee would serve the central division in this connection.

#### Committee of 21

Emmet Hart, secretary of the Alameda County Draymen's Association, the largest organization of its kind on the Coast, has the following outline of what the Committee of Twenty-one is undertaking:

"This committee was appointed by the Railroad Commission to make a complete survey of the motor transport field and situation in California and to draft a bill to regulate all forms of this industry. Though a year was allotted to the work, it appears that the committee, of which I am a member, will complete its labors in six months. The survey and the report on it are virtually finished—that section concerned with the stages completely so—and the drafting of the new law remains to be done. In connection with the truck section, however, the committee is divided, one faction being opposed to State regulations of any kind and the other in favor of such regulation for all motor vehicles.

"There are seven representatives of the public from the various agricultural, packing, fruit and vegetable canning and other organizations; seven from the motor truck industry, and seven from the motor stage companies. The representatives of the fruit-canners on this committee are finally and flatly opposed to the regulation of the seasonal movement of crops by truck. Indeed, they have put through a bill which takes away from the Railroad Commission all control over such movement. This condition makes the work of the committee on trucks difficult.

"The franchise carriers in Los Angeles claim that the greatest obstacle in their work is their inability to handle return cargoes. They, therefore, want the right to bring back oranges, lemons and other fruit and vegetable crops on their return trips. This permission would mean, of course, that the Railroad Commission would take control over the handling of seasonal crops. It seems well nigh impossible to reconcile these two groups, and the result probably will be a minority report which may or may not be recognized.

"Majority opinion of the committee is hard to obtain at this time, but it is certain that all seven of the representatives of the motor stage industry are in favor of State regulation, and that three to four of the seven truck industry representatives are of the same opinion. None of the representatives of the public is for it. This would seem to divide the committee about fifty-fifty for and against regulation. The freight movers agree to a possible three classifications for regulation, as follows:

"A—Vehicles operating between fixed points over regular routes, like the certificated franchise carriers.

"B—Carriers of the irregular type, operating over no fixed routes, and not between fixed points, including the so-called 'radial carriers,' in which would fall most of the furniture warehouse-

men, when and if control of this industry is taken over by the State.

"C—Carriers operating within the limits of one city, or between cities whose limits adjoin.

"Class C may be eliminated, with the understanding that the rates for Classes A and B must be identical. All three of these classes leave the hauler of seasonal crops outside and unregulated, as he is now.

"It is possible that the members of the committee from the Farm Bureau, canneries, packing plants, and so on, will be satisfied with the A and B classifications, though the representatives of the Farm Bureau at Sacramento killed not long ago a similar bill. If the representatives of the Farm Bureaus on the Committee of Twenty-one approve this plan, however, it will be difficult for the lobbyists of these same Farm Bureaus to fight the measure when it comes up before the Legislature. The Farm Bureaus' main objection to the other bill was it guaranteed truck operators a fair profit, which, it was claimed, is not the function of the State. Only public utilities companies are similarly guaranteed a profit, and it is certain that there will be no guarantees of any kind in the new measure to be formulated by the Committee of Twenty-one, which now has something like 500 pounds of files, records and reports on the industry they are studying.

"Whatever this committee agrees on will become the law, if constitutional. It will be an 'administration measure,' and the warehousing and truck men must look alive to guard their own interests in the making of the new law and under its operation."

#### Strike Threatened

Mr. Hart spoke further on the demands of the local truck drivers and intimated his belief that a State-wide strike would result unless a compromise could be effected.

President Lyon announced the appointment of the following committees to serve the general association: Membership, H. B. Holt, C. C. Lockett and Walter Lillick; long distance and inter-city removals, Reed J. Bekins, A. H. Becker and James Munro; purchasing, A. Bekins; auditing, F. L. Allen, R. R. Sutton and J. R. Zimmerman.

It was established as a regulation of the association that all members should get supplies from the purchasing agent at cost, provided delivery could be made immediately. Should delivery be delayed by the buyer, the latter must pay 10 per cent of the cost price additional to cover handling, storage and labor charges of the purchasing agent. This was adopted by unanimous vote.

H. B. Holt, who was unanimously elected the central division's secretary for the fourth year, reported his company—Bekins Van & Storage Co.—was having success in San Francisco in the use of both small and large pads, all 72 by 80 inches in size, but the small ones being so thinly wadded that they weigh only four pounds each, the large pads weigh-

ing nine pounds each. "Drivers like the thin pads," he said, "and they are much better for the protection of smaller objects. We are no longer able to get horse blankets, and these four-pound pads are the best substitutes we have found."

—H. H. Dunn

#### Southern Division

At the March meeting of the Pacific Coast's southern division, held on the 10th in Los Angeles, Henry M. Burgeson, Los Angeles, chairman, announced the appointment of committees, which had been ratified by President Lyon. The chairmen are:

Uniform methods, Rodney S. Sprigg; publicity and advertising, Milo W. Bekins; industrial relations, Frank R. Palmateer; membership, Frank M. Brock; cost and accounting, J. R. Zimmerman; insurance, R. R. Sutton; legislative, F. L. Allen; long distance and inter-city removals, W. A. Norris; purchasing, W. A. Norris; entertainment, J. W. Kendall.

J. R. Zimmerman, reporting as a member of the Committee of Twenty-one, said that the several sections of the committee had made thorough study of the various classes of service and had reduced the number of general classifications of hauling to about seven, and that there was likelihood of further sifting to reduce to a smaller number. It was the committee's general opinion, he asserted, that regulation in one form or another, of all hauling, would be advantageous. It was purposed, he explained, to class the occasional hauler of household goods with contract haulers of other commodities, and the idea seemed to be that regulation governing this class would be that they would be required to refrain from doing certain things that would infringe on the rights of the franchise hauler.

E. B. Gould, San Diego, president of the National Furniture Warehousemen's Association, asked regarding the National's attitude toward Federal regulation of interstate motor vehicle commerce, said the general opinion among the National's members seemed to be that Federal regulation was advisable in so far as it covered legal problems, but that the Government should not have jurisdiction over franchises for interstate traffic, but that such supervision should be by the several States.

It was announced that A. J. Gatter had resigned, effective April 1, as manager of the Birch-Smith Fireproof Storage Co., Los Angeles. Mr. Gatter was the association's president last year.

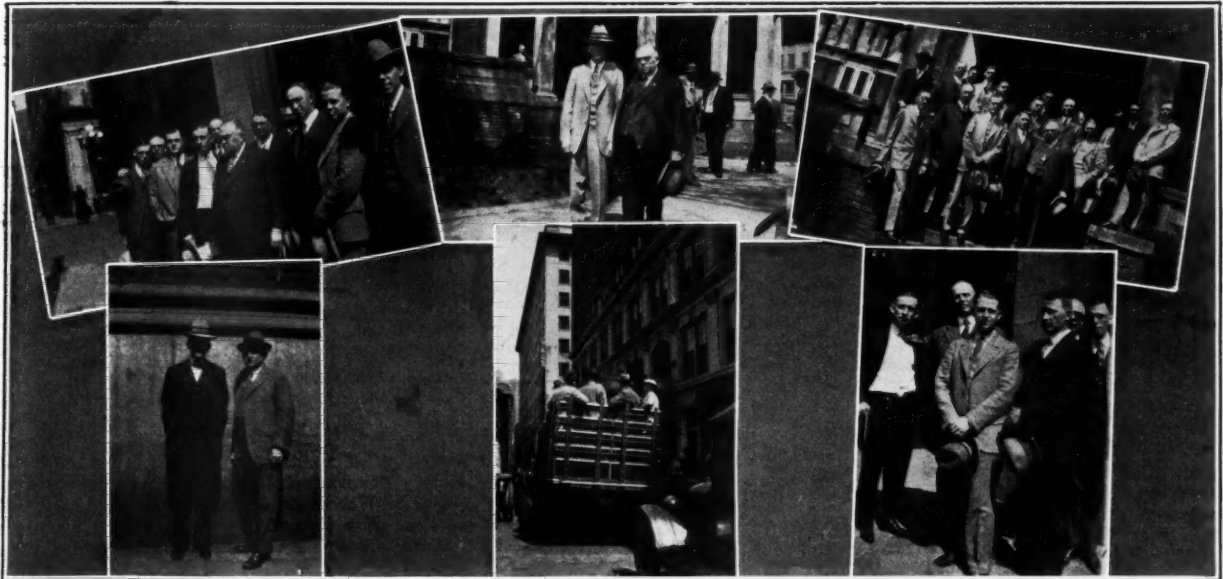
#### New York Furniture

THE New York Furniture Warehousemen's Association at its April meeting, held at the Aldine Club on the 12th, established its policy with regard to declaration of value on motor cars stored. On motion by Charles R. Saul it was voted to be the sense of the meeting that the members store cars—





## Southern Warehousemen's Association Meets in Semi-Annual Convention in Atlanta



Upper center, "Cappy" Ricks, Jackson, Miss., and D. R. Benedict, Knoxville, Tenn., respectively president and secretary of the Southern Warehousemen's Association. Lower left corner, "Cappy" Ricks with Charles S. Morris, New York City, a past N. F. W. A. president. Lower center, a Woodside van laden with convention delegates. In the other "snaps" are grouped some of the Warehousemen who attended the meeting held in Atlanta.

president of the Cathcart company, and John J. Woodside, president of the Woodside company. From the theater they went to the home of Mr. Woodside, where they were entertained.

Mr. Morris, who had been in bed with a touch of the "flu," addressed the session the following forenoon. A member called the delegates' attention to the "Old Family Album" article about Mr. Morris's life, in the April issue of *Distribution and Warehousing*, telling how Mr. Morris rose to the presidency of a warehousing corporation after starting business life as a match-seller on Philadelphia streets. The New York executive then went into detail regarding his earlier warehousing experiences, and a general discussion was held on some of the points he had brought out in his talk.

D. R. Benedict, Knoxville, Tenn., the association's secretary, read a telegram announcing the death of George D. Magruder, Baltimore, president of the Maryland Furniture Warehousemen's Association. The delegates stood in silence a half-minute. W. Fred. Richardson, Richmond, Va., and Mr. Morris made talks eulogizing Mr. Magruder, their friend of forty years' standing.

After luncheon, at which Mr. Cathcart presided, at the Ansley Hotel, the convention's final session was held, the members discussing various problems of the industry.

—J. R. Reynolds.

### Louisiana

**T**HE Louisiana Motor and Transportation Association is planning to carry on a fight at the next session of the State

Legislature against a proposal which the Louisiana Highway Commission is expected to make to increase the gas tax to five cents. The present levy is three cents. The association believes that additional revenue for the work of the Commission should come from some other source.

The present car license is considered too high and the transport association intends to have a movement started in the Legislature to have it reduced and put more in line with the fees charged in other States.

The association was recently instrumental in having defeated in New Orleans a proposed municipal ordinance intended to prohibit parking of trucks and other motor vehicles within certain zones along Canal Street, the city's principal thoroughfare.

—R. A. Sullivan.

### Massachusetts

**A**T the April meeting and dinner of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on the 15th, the secretary, Olin M. Jacobs, Boston, and John S. Gerety, Worcester, were appointed a committee to investigate as to the advisability of inaugurating an advertising campaign, on behalf of the association, designed to bring before the public the advantages of using public warehouses.

This action was consequent on a talk on the subject by Mr. Gerety and an ensuing discussion during which the following points were emphasized:

1. There are a lot of people who don't

know what the warehouse can do for them.

2. The warehouseman ought to get to his prospective customers and sell his services.

3. Many would store household goods if they knew how well their goods would be cared for and protected.

4. The merchant could save money in his insurance, in many cases more than enough to cover handling and storage charges in the warehouse.

5. Manufacturers' agents would find it an economy to give up their present private storage space and store with public warehousemen.

The meeting was attended by more than a score of the members, with Samuel G. Spear, Boston, president, in the chair. Mr. Jacobs was reelected secretary for another year. The Atlantic States Warehouse & Cold Storage, Springfield, and the National Dock & Storage Co., Boston, were elected to membership.

Mr. Spear told the members about the work of the American Warehousemen's Association's committee—of which he is a member—which is studying pool car costs. He urged the Massachusetts warehousemen to cooperate by giving cost information to the committee, stating that blank forms for this effort would be furnished on request.

Mr. Spear announced also that the supplement to the American association's Encyclopedia would be published shortly.

—S. F. Holland.

## Inquiry Into New York's Warehouse Facilities Elicits Some Pertinent Opinions

SOME interesting comment on warehousing conditions in New York City has been received by the Merchants Association of New York in its work of conducting a survey—as announced in the April issue of *Distribution and Warehousing*—of the merchandise and cold storage warehousing facilities of the metropolis. This inquiry is being carried on by the association's industrial bureau with a view to correcting a post-war impression that the city is inadequately equipped with public storage space.

"Among those who have reported," according to Martin Dodge, manager of the bureau, "some took the trouble to set forth some specific views on the present situation.

"A résumé of these reviews indicates that there are at the present time too many warehouses run by people with no knowledge of the business, little character and limited capital, who offer storage facilities at returns that are too low to insure the proper degree of safety.

"The business man apparently does not realize the risk he takes in storing his goods with people of this kind, and even many banks will readily advance money on negotiable receipts issued by such concerns.

### State Control

"Some think the time is not far off when warehousing will have to be regulated under some such State body as a public utilities commission, commission or banking, or industrial commission.

"Others in the business seem to feel that high city taxes are compelling big business concerns to store their goods at the source of purchase where the rates are one-half or less than that of New York.

"Still others complain that railroad

and steamship companies are allowing goods to remain on piers and in freight stations for periods of time far beyond the regular limit; and if the shipper is a big one make no charge for this service. This conditions should be corrected."

The bureau sent questionnaires to 454 merchandise and cold storage warehouse companies. Up to April 13, 169 had been accounted for in one way or another. Of the 169, 58 proved to be either in private warehousing or to be engaged in household goods warehousing—business not germane to the inquiry. Post Office returns came from 50, the postal authorities not having been able to locate them. Of the remaining 61, 46 operate merchandise and 15 cold storage plants.

### Lack of Interest

Up to April 13 nearly 300 companies, believed to be engaged in merchandise or cold storage warehousing, had not responded to the bureau's questionnaire. In view of the fact that the inquiry has the approval of the merchandise division of the American Warehousemen's Association, the Warehousemen's Association of the Port of New York, and the New York City Board of Fire Underwriters, it is obvious that there is too much apathy regarding this inquiry, which is constructive in character and designed to make the industry generally better understood and more appreciated by the storing public.

### Curtis Heads Springfield Co.

Daniel J. Curtis has been elected president, treasurer and general manager of the Central Warehouse Co., Inc., Springfield, Mass. William E. Kneeland has withdrawn his interests in the company.

### Evansville Company Expands

The Evansville Warehouse Co., Evansville, Ind., has purchased the business of the Central Warehouse Co., at 901 Main Street, Evansville, and the merchandise and equipment of the Central plant has been removed to the plant of the Evansville Warehouse Co. at East Illinois Street and Heidelberg Avenue.

The Central company, which was established in 1919 and operated a merchandise warehouse containing 60,000 sq. ft. of floor space, has dissolved partnership, according to Frank W. Giese, its president, who has retired from the warehouse business to center his interests in merchandise brokerage.

The Main Street building of the Central company has been taken over by the Montgomery-Ward company as a furniture storage plant.

### Atlantic States Corporations

The Atlantic States Warehouse & Cold Storage Co., operating in Springfield and Worcester, Mass., and Jersey City, N. J., has formed two corporations, one under Massachusetts laws and the other under New York laws. The Massachusetts corporation will operate the Springfield and Worcester plants and the New York corporation the Jersey City business. The company has taken over, under a two-year lease, the buildings formerly operated in the three cities by the old Eastern States Warehouse & Cold Storage Co.

### New St. Petersburg Plant

St. Petersburg, Fla., is to have a six-story bonded warehouse, fireproof, to cost about \$290,000, to handle and distribute bulk shipments and cargoes, according to plans announced by A. B. Gerner, president of the Acme Transfer Co., Inc., in that city.

# Let's Take the Old Family Album Out of Storage

## Success Story No. 2 Miss Jennie Harris

(Concluded from page 32)

my men have been the big factors in my success. This business is one where close attention to detail is absolutely necessary."

Three years ago, when the moving and storage business of the No-D-Lay company had been developed to an excellent condition, with four trucks in use and a large building just leased to accommodate the rapidly growing amount of storage goods, moving by truck from point to point in California had been contemplated for some time by Miss Harris.

Finally she determined to make a venture in this phase of the business and a truck was purchased to operate between Oakland and Los Angeles. One trip a week was made and Miss Harris went along with the driver, taking her turn at the wheel and completing the round trip in a little over two days.

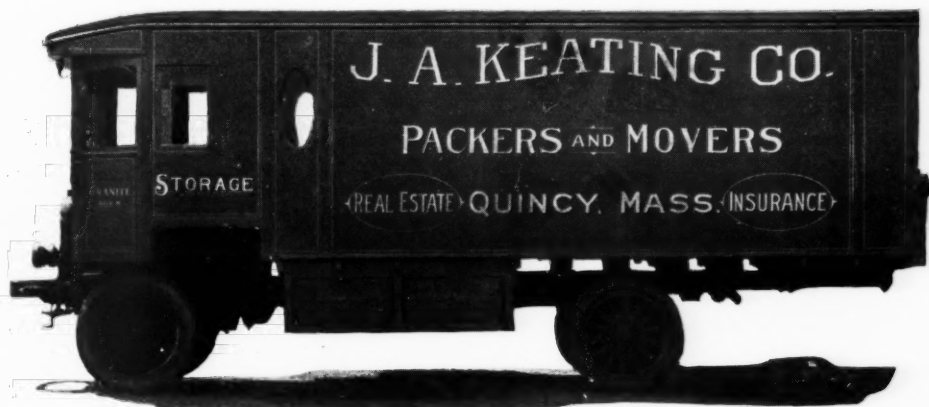
Soon agencies were established in twelve towns throughout the State and it became necessary to add another truck to the run, making two trips a week. Whenever the need arises now, Miss Harris accompanies a driver on the Los Angeles trip and takes her turn at the wheel.

Ideas are still coming to Miss Harris as rapidly as they did ten years ago, she assures the writer. These ideas are put right into the business and, if practical, amplified.

One of her recent advertising schemes has been the mailing of postcards bearing information concerning her service. These are sent to a selected list of names, and they are bringing results, she says. These names are, as a rule, taken from the telephone book and city directory, and she has been concentrating on residents of apartment houses, working on the theory that they move more often than other families.

—H. H. Dunn





## "100,000 miles without an overhaul"

The J. A. Keating Co., Quincy, Mass., owners of four Autocars, have an interesting story to tell of Autocar sturdiness and dependability:

"We have nothing but the highest praise both for the performance of our Autocar trucks and the service we have received from your Direct Factory Branch.

"Our Model B (with large van body) has been driven over 100,000 miles since April 1, 1922, without an overhaul and is still going as well as ever. Our Model K was purchased in May, 1923, and has never been put into the service station. It is still called our 'new' truck, and shows no sign of slipping after three years. We have two other Autocars, both of which are still going strong after several years of hard service. Some performance!

"The service has been on a par with the performance, and a few illustrations will show why we are rooters for the Autocar. One of our Autocars dropped some special bolt from the steering gear one Sunday morning about 15 miles out of Portland, Me. Our driver got in touch with your service man at his home in Portland by telephone and the part was delivered inside of one-half hour. This saved us at least two days' time, the expenses of two men waiting and the disappointment to our customer of not receiving their furniture on time.

"Another time, while our large van was going from Quincy to Baltimore, Md., it blew out a cylinder head gasket before reaching New York. Our drivers made your service station at 23rd St. and Eleventh Ave. at six p.m. Saturday evening. At nine p.m. they were out of the garage and again on their way. We know that with any other make of truck they could not possibly have left New York before Monday noon at the earliest.

"The best part of Autocar Direct Factory Branch service is that our men do not have to carry large amounts of money with them to pay for possible breakdowns. They simply sign for the repairs done and the bill is mailed direct to our office.

"These are only a few of the reasons why we use Autocars."

**The Autocar Company, Ardmore, Pa.**

ESTABLISHED 1897

Branches in 51 cities

**Autocar**  
gas and electric trucks  
**EITHER OR BOTH - AS YOUR WORK REQUIRES**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

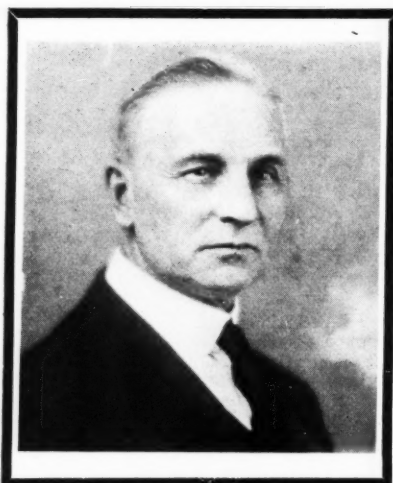


## George D. Magruder Is Dead; President of Maryland F. W. A.

GEORGE D. MAGRUDER, president of the Maryland Warehousemen's Association continuously since the forming of that organization in 1911 and president and general manager of the Graham's Storage Warehouse Co. of Baltimore City, died suddenly of heart failure, on April 15, at his home at 2 St. Timothy Lane, Catonsville, a suburb of Baltimore.

One of the best known household goods storage executives in the country and a familiar figure at the industry's conventions, Mr. Magruder had not been in the best of health for some time, although he did not allow his declining condition to confine him to his home or interfere with his business activities. He was taken seriously ill about fifteen

George D. Magruder



President of the Maryland Furniture Warehousemen's Association.  
Mr. Magruder died suddenly on  
April 15

minutes before his death. Funeral services were held from the Magruder home on April 19. Meanwhile telegrams of sympathy came to the family and to the firm from warehouse executives in all parts of the country.

Born in Baltimore in 1861, Mr. Magruder received his early education in the schools of that city. He was a self-made man in every sense, having started to work as a youth; through steady application and long hours of toil he climbed to the high place he occupied in the industry—a man nationally known and loved in his chosen vocation.

After leaving school as a boy Mr. Magruder found a position in Lincoln's furniture store. Some time later the proprietor decided not to maintain a delivery wagon but to pay to have deliveries made. This gave the young employee Magruder an opportunity, and he managed to purchase a team. With this he did all the hauling for the store

and branched out and obtained other customers.

The youth's business began to grow from the start because of the energy and labor centered on it, and presently Mr. Magruder was operating several teams instead of one, and he decided to engage in the packing and shipping business along with his hauling. He was soon doing considerable work for the Graham company and subsequently took over all of the firm's packing and shipping.

### General Manager in 1908

It was in 1908 that the Graham company was in need of a general manager, and without any hesitancy those in charge offered the position to Mr. Magruder. He accepted, and a few years later he was made president as well as general manager, and these positions he held until his death.

The Graham company became a charter member of the Maryland Furniture Warehousemen's Association and Mr. Magruder was paid an honor perhaps unprecedented in the warehouse industry by virtue of his reelection year after year throughout a decade and a half. He was interested also in the activities of the Van Owners' Association of Baltimore, of which he was a director.

Mr. Magruder is survived by his widow, Mrs. Charlotte B. Magruder; one daughter, Mrs. A. G. Winchester; and two sons, James McEvoy Magruder and William B. Magruder, the latter being superintendent of the Graham company.

### To Dine Walter C. Reid

A testimonial dinner will be tendered Walter C. Reid, "the father of the household goods warehouse industry," by New York's furniture warehouse industry on the occasion of Mr. Reid's birthday, May 15, at the Hotel Pennsylvania, New York City. Mr. Reid is vice-president and general manager of the Lincoln Safe Deposit Co. and is one of the industry's veteran wheelhorses. Warehousemen from many parts of the country are expected to attend the dinner.

The affair is being arranged by a committee of which Charles S. Morris, a past president of the National Furniture Warehousemen's Association, is chairman, with William T. Bostwick, secretary of the New York Furniture Warehousemen's Association and of the New York State Warehousemen's Association, as secretary. Other members of the committee are E. H. Milligan, president of the New York F. W. A.; J. H. Coughlin, president of the Van Owners' Association of Greater New York; Grant Wayne and William R. Wood, past presidents of the New York F. W. A., and Albert Fink, James Maguire and William Eisen.

### New Chicago Corporation

The McConnell Warehouse Co. has been incorporated in Chicago with a capital of \$250,000 to acquire and maintain storage warehouses. The incorporators are L. Bow Nichol, Jr., Edward M. Quinn and George M. Sundheim.

## Conference to Consider

### "Terms and Conditions"

THE Transportation Division—E. S. Gregg, Chief—of the Department of Commerce issued a call on April 7 to representatives of industries interested in public warehousing to attend a conference on April 30 to review and consider for approval and adoption the Terms and Conditions—warehousing's former "rules and regulations" in revised form—which have been worked out by a committee of the American Warehousemen's Association in cooperation with shippers, bankers, railway officials and other business executives, all under the sponsorship of the Department of Commerce's Transportation Division and Division of Simplified Practice.

Room 704, Commerce Building, Washington, D. C., was designated as the meeting place. A review of the conference will appear in the June issue of *Distribution and Warehousing*.

It will be recalled that in September, 1924, a general conference of all parties interested was held in Washington, at the suggestion of the Department of Commerce, to consider warehousing's simplified forms and a proposed set of standard Terms and Conditions. At that meeting the forms were approved, but opposition to the phraseology of some of the Terms and Conditions developed, so that further consideration was considered essential.

In January, 1925, the American Warehousemen's Association created a committee which revised the Terms and Conditions previously formulated. The committee met with representatives of banking, shipping and railway groups in November, 1925, under the auspices of the Department of Commerce, and many adjustments in phraseology were made.

With the exception of a few shippers' representatives, the set as worked out last November was satisfactory, and the A. W. A. at its convention in December adopted it with one modification. The shippers' representatives referred to have since prepared a number of objections, and it was expected that these would be brought up at the conference called for April 30.

### Edward E. Blodgett Dies

Edward E. Blodgett, one of the incorporators and a director of the Tidewater Terminal Co., which has been operating the Boston Army Base for the last two years, died from a heart attack while playing golf at Hot Springs, Va., on April 4. He was an authority on maritime law. Warehousing, financial, insurance, legal and marine interests were represented at the funeral services at his home in Newton, Mass.

### Boise Company Expands

The Boise Cold Storage & Warehouse Co., Boise, Idaho, is spending \$50,000 on the erection of a plant on a site purchased at Eighteenth Avenue and First Street, Nampa, Idaho.



Ruggles Model 65 Chassis Equipped with Van Body 16x6½ x6½

## It's a good job!

— if you talk with men in the warehousing and moving industry who have examined the construction of the **RUGGLES Model 65** six-cylinder Bus-Van Chassis, you will hear them say, "It's a good job."

—and bear this fact in mind—all bodies are built complete in our own plant, which enables us to give truck users the fullest cooperation in the designing and construction of bodies for each individual requirement.

Write and tell us what you want

**RUGGLES MOTOR TRUCK COMPANY**  
SAGINAW, MICHIGAN, U. S. A.

# RUGGLES

A COMPLETE LINE OF "SIXES" AND "FOURS"

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Motor Truck and Rail Fight Is in Progress in Minnesota

**M**OTOR truck operators, including many public warehouse companies, in Minnesota are engaged in a fight with the railroads of that State in the field of short haul business. Hearings are in progress before the State Railroad and Warehouse Commission on the applications of thirty-seven truck-operating companies for certificates of convenience and necessity under the 1925 motor vehicle control act. These companies would operate out of or into St. Paul, Minneapolis and about twenty-five other cities. In all, seventy-four truck companies have applied for the right to operate over 6000 miles of highways. One large company in the Twin Cities seeks licenses to operate 1000 miles of routes; at present its business is confined to moving household goods in long distance operating only.

Whatever may be the Commission's decision after conclusion of the hearings, tests in the Courts are anticipated.

### State's Three Problems

Here are some of the questions of policy which the Commission is called upon to determine:

1. Whether railroad competition with motor trucks in the short haul field is to be permitted under the common carrier motor vehicle control act.

2. What relative distances motor trucks shall be permitted to operate, based on a showing of economies.

3. Whether truck companies should be restricted as to kinds of commodities to be transported — such as perishable freight.

Thus far no railroad in Minnesota has undertaken operating motor trucks. All of the rail carriers are required to operate freight trains on short as well as long hauls. In view of this, they contend that they should not be subjected to competition by motor trucks.

The truck operators claim that their service is duplicated only in part by the railroads, and that the truck operators make door-to-door delivery in keeping pace with the modern methods under which business is conducted by retailers with wholesalers and jobbers.

The thirty-seven truck companies, including public warehouse and transfer firms, which operate from and to the Twin Cities, would cover about 4000 miles of routes. Some of them are already operating and others are proposed. Seventeen of the companies are identified with the Minneapolis & St. Paul Truck Terminal, Inc., which reaches in every direction for a hundred miles.

### Belmont Company Expands

The Belmont Moving & Transfer Co., Evansville, Ind., has remodeled the former Akin-Erskine Milling Co. building at Illinois and Governor Streets and is building an addition, and plans to enter the merchandise warehousing business. The new structure, 40 by 125 ft.,

is of brick and concrete, of the mill type, and will be two stories high, and will cost about \$50,000. The remodeled building has a 25-ft. frontage on Illinois Street. The completed plant, representing an investment of \$75,000, is served with private sidings on the Chicago & Eastern Illinois and Southern railroads.

### Saginaw Company to Build

The Sears Terminal Corp., recently organized in Saginaw, Mich., is erecting a \$900,000 six-story warehouse, 120 by 300 ft., on the site of the old Sears Paper Co. building destroyed by fire several years ago. It is announced that the Sears Warehouse Corp. will be organized to operate the plant. Herman J. Sears, who was president of the Sears Paper Co., heads the new project.

### Correction

In the listing of Julius Kindermann & Sons, Inc., New York City, on pages 318-322 of the 1926 Warehouse Directory, published as part of the January, 1926, issue of *Distribution and Warehousing*, the space areas should be expressed in terms of square feet (instead of cubic feet). Thus 50,000 square feet is operated at 1360 Webster Avenue, 35,000 square feet at 585-587 Wales Avenue, and 15,000 square feet at 1349-1350 Brook Avenue—a total of 100,000 square feet instead of 100,000 cubic feet. Owners of the Directory should note these changes.

### Davis Company to Build

The Sam Davis Co., engaged in household goods warehousing in Toledo, Ohio, has purchased for \$300,000 a tract of land 45 by 295 ft. at Elm Street and the Terminal railroad and plans to build a six-story office and warehouse to contain approximately 100,000 square feet of floor space. It is expected that the building will be completed late in the summer. It will house the company's offices. The company recently added ten vans to its motor fleet.

### Evansville Co. Completes Addition

With the completion of an addition—a one-story brick and concrete building of the mill type, 150 by 150 ft., at Illinois and Lafayette Streets—the Evansville Warehouse Co., Evansville, Ind., now has a distribution and warehousing plant 300 ft. square, covering an entire city block. The company now operates 90,000 sq. ft. of floor space for general merchandise storage. The plant represents an investment of about \$250,000.

### New International Truck

A new light delivery truck, to be called "International Special Delivery," is now in production at the Springfield, Ohio, works of the International Harvester Co. Prices will range from \$765 to \$895.

## Dunn Is Storage Department Head of McDougall Terminal

**A**NDREW C. DUNN has been appointed general manager of the storage departments of the McDougall Terminal Warehouse Co., Duluth, Minn., according to announcement by A. Miller McDougall, president. Mr. Dunn succeeds G. R. Stevenson, who recently resigned to take charge of the Northwest Dairy Forwarding Co.

Mr. Dunn has been general superintendent of the terminal since February, 1923, and has been responsible for the internal organization of its working force. Prior to joining the terminal staff he was manager of the Northern Fish Co. Since 1915 he has been in close touch with the produce trade through his association with several McDougall enterprises, and his new duties, which include supervision of the cold storage department, will find him well equipped to line up butter and egg business for this department.

"We are confident the terminal cold storage will be filled to capacity this spring again," to quote Mr. Dunn, "but rather adverse weather conditions point toward a late start. The continued cold weather has put a serious damper on egg production in this territory, but the price situation is such that many eggs will move into storage during April and May.

"Our present capacity for storing eggs permits us to put away around 275 carloads. This is about 110,000 cases. Present indications are that a large volume of butter will move through Duluth again this season. Butter production in Minnesota is on the gain and a 25 per cent increase is predicted for 1926. Duluth will come in for a share of this increased business. In addition to butter and eggs, apples and meat products make up a big part of the cold storage business here. The next thirty days will see a clean-up on apples which went into storage late in the fall. The spring egg storage business will start right on the heels of the tail-end of the apple storage business."

### Westland Business Gains

The Westland Distribution and Storage Warehouse Co., Los Angeles, did 15 per cent more storage business during October, November and December of 1925 than in any other three-months' period throughout the previous three years, according to a recent announcement by L. D. Owen, vice-president and general manager.

### Warehouse Property Sold

The Weicker Transfer & Storage Co., Denver, has sold four lots, and the Denver Transit Co. seven lots, all in the vicinity of Wynkoop Street and Cherry Creek, to Roy H. Saunders, who is identified with the Weicker company. The reported price is \$185,000. According to Mr. Saunders the ground will be used for commercial purposes.



# To Sell *is to* Serve

Idealism sometimes proves itself practical.

Graham Brothers Truck business was founded upon an ideal—

"To sell is to serve."

Instead of merely building trucks for the "market," Graham Brothers analyzed the specific requirements of the many industries comprising the market—and supplied the exact type of truck best suited for each.

The ultimate result was the most complete line of standard chassis, cabs and bodies in the world.

Built on a chassis that has won innumerable laurels for endurance, including an award for passing "impassable" roads in

Russia, these soundly constructed trucks have proved that they answer the great need of modern business.

That need is for a chassis and body—a truck complete—that can be bought on the moment and put into service without delay.

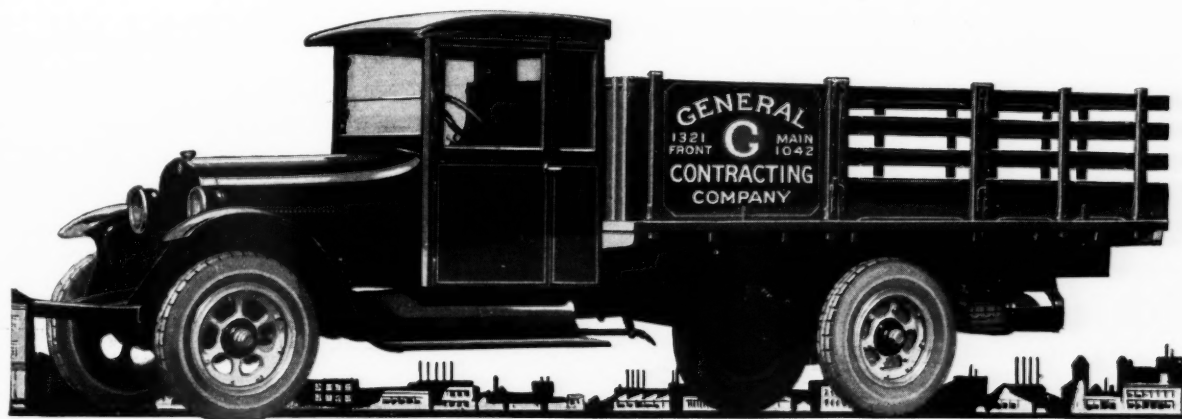
Whatever the business, whatever the peculiar requirements, Graham Brothers supply it—and service it—through Dodge Brothers dealers all over the world.

Thus the perfection of an ideal has brought to merchants a new and valuable service—and has made Graham Brothers the largest exclusive truck manufacturers in the world.

*Large production justifies exceptional quality at low prices*

## GRAHAM BROTHERS

Evansville - DETROIT - Stockton  
A DIVISION OF DODGE BROTHERS, INC.  
GRAHAM BROTHERS (CANADA) LIMITED - TORONTO, ONTARIO



# GRAHAM BROTHERS TRUCKS

*SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE*

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Railroad Freight Claims Reduced \$8,000,000 in 1925

**F**REIGHT claims paid during 1925 by the railroads of the United States aggregated about \$38,000,000, or approximately \$8,000,000 less than in 1924, according to A. L. Green, Chicago, special representative of the American Railway Association.

The number of claims presented was reduced to 2,420,000 in 1925 from 2,498,790 in 1924, and the number of claims pending to about 200,000 from 228,659. Claims were put through in record time, 69 per cent having been adjusted within thirty days of presentation and 88 per cent within ninety days.

A survey shows, according to Mr. Green, that differences which arose over settlement of claims were relatively few. Not more than a half of one per cent ever reached the courts, and probably more than a half of these were settled amicably without trials.

For each million revenue ton-miles in 1914 more than \$116 was spent for freight loss and damage, more than \$292 in 1920, but only about \$92 in 1925, despite the fact that in 1925 commodity prices were from 50 to 60 per cent higher than in 1914. Average claim payments per revenue car loaded have also come down from \$2.65 in 1920 to 74 cents in 1925.

### Smaller Losses from Theft

One of the outstanding achievements has been the reduction in losses by theft and robbery. Compared with 1920, these claims were reduced 88 per cent, and in 1925 theft losses were 33 per cent less than in 1924. A comparison by years is shown in the following table:

CLAIMS PAID, ACCOUNT THEFTS AND ROBBERIES	
1914.....	\$1,843,409
1920.....	*12,875,000
1921.....	9,924,747
1922.....	4,806,720
1923.....	3,117,484
1924.....	2,276,995
1925.....	*1,520,000

\*Estimated.

The foregoing figures include all claims paid for freight which disappeared under circumstances indicating theft.

The elimination of delay in the shipment of freight is said by Mr. Green to have been responsible as much as any other factor for the reduction of car robberies. Other factors include the increased efficiency of the railway police department; better packages and the more general use of box strapping; the thorough analysis of short reports to determine where pilferies are occurring, and increased cooperation between claim, prevention and police departments in reporting losses.

The local freight agent is said to be doing a better job of supervision, while burglar-proof doors handicap the thief. It is still possible, however, for a package to check short from a car and not be reported to the loading station on another line until too late for effective action. During the year a uniform re-

port was adopted for reporting robberies to interested carriers, which contributed to the saving.

Closely associated with theft claims are those for unlocated losses of entire packages, possibly 50 per cent of which are due to theft. These claims, which exceeded \$19,000,000 in 1920, are estimated at \$2,356,000 for 1925, contrasted with \$5,136,319 in 1914, when prices were at least 50 per cent lower. About one-third of the total represents shortages from carload shipments which are loaded by the shipper, unloaded by the consignee or handled or checked by the carrier at either end. The following figures show how these claims have been brought down.

LOSS OF ENTIRE PACKAGES, CAUSE UNDETERMINED		Per Cent of All Claims
1914.....	\$5,136,319	15.9
1920.....	*19,275,000	15.6
1921.....	13,171,035	13.6
1922.....	5,026,332	10.5
1923.....	4,002,221	8.1
1924.....	3,370,467	7.0
1925.....	*2,356,000	6.2

\*Estimated.

"To the district claim conferences," says Mr. Green, "is due much credit for reducing the risk of losses of merchandise in transit. In many instances committees representing these conferences did a prodigious amount of work in organizing freight agents at common points so that overdue and astray freight would be promptly reported to each agent connected with revenue billing, and claims paid only when the property was actually lost. A perfect package month campaign in November, 1921, brought good results and developed that about 50 per cent of all irregularities discovered were in the marking of freight by shippers."

New furniture, Mr. Green estimates, contributed more heavily to the claim account than any other manufactured commodity. A certain amount of damage is to be expected, he adds, in this class of freight traffic. During the past year an engineer of the Freight Container Bureau of the American Railway Association made a special study of the shipment of furniture with a view to reducing damage.

### Trans-Continental Removal

The New York office of the Trans-Continental Freight Co. has been removed to the Equitable Life Building, 393 Seventh Avenue, from the Woolworth Building at 233 Broadway. At the new address the offices are on the sixth floor, with Herbert Bragg as local manager. The Equitable Life Building is in the heart of Manhattan, near the Times Square district.

### Denmark With Erie Company

Announcement is made by the Union Storage Company of Erie, Pa., of the appointment of G. E. Denmark as plant manager. U. A. Gamble, who was secretary, manager and operating executive, is no longer associated with the company.

## Warehouse Terminal to Be Built in Birmingham, Ala.

**T**HE Merchants' and Manufacturers' Terminal, Inc., has been organized in Birmingham, Ala., to build a modern fireproof terminal to accommodate wholesale merchants and manufacturers requiring storage and distribution facilities.

Ground will be broken shortly for the erection of four buildings, three of them to stand two stories high each and the other one three stories high. The plant will occupy two undivided blocks from Twelfth to Eleventh Streets along Avenue B, with railroad frontage along the fourth side.

The buildings will be of reinforced monolithic concrete, each 440 feet long and 120 feet deep. Eleven freight elevators will serve the units, and all the buildings will be equipped with a sprinkler system.

One unit will be designed especially for use by produce merchants and will be equipped with mechanical refrigeration and cold storage rooms, with attention given to ventilation, light and sanitary construction.

At the rear of each unit will be a private railroad siding, together with a continuous unloading platform, 9 ft. wide and 400 ft. long, of the same height as a car floor and protected by a canopy for adverse weather conditions.

### First Unit Oct. 1

Offices will be located on a mezzanine floor directly above the truck loading space. Elevated sidewalks at the same level will provide for uninterrupted movement of truck and pedestrian traffic. The sidewalks of the units facing the street will be connected by bridges at both ends of the block. Telegraph offices and various substations will be provided, making the terminal a complete business center within itself.

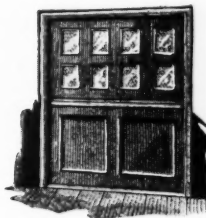
"We believe that the terminal will be one of the most modern in the country and readily absorbed by manufacturers and wholesalers," according to E. B. VanGueren, president. "The first unit is scheduled for completion by Oct. 1, and the second by April 1, 1927. Space will be leased in multiples of 20 feet."

Associated with Mr. VanGueren are Dr. Percy H. Woodall as vice-president; H. M. Hassman as secretary and treasurer; and, as other directors, C. E. Ireland, J. H. Doughty, N. L. Bagley, S. S. Parker, W. A. Sheppard and W. L. Denham.

### New York Company to Build

The No. 153 East Eighty-seventh Street Corporation, recently organized in New York City to conduct storage warehousing, garage, real estate and building businesses, plans to erect a fireproof warehouse, for household goods storage, on a site 51 by 100.8 ft., at 153-155 East Eighty-seventh Street to serve the Park Avenue apartment colony in the Yorkville and Carnegie Hill districts.

# Peelle Doors speed up freight elevator traffic ~



*Peelle Kalamein  
Panelled Counter-  
balanced Door.*

PEELLE Doors are constructed to realize greater speed in freight elevator traffic. The exactness exercised in their design and assembly....their special fitness for the task in hand...have made Peelle the buy-word for freight elevator doors with over 3,000 architects ~ ~ ~ ~



*The Peelle Catalog  
containing complete  
details will be glad-  
ly sent on request.*

## PEELLE

COUNTERBALANCED - TRUCKABLE

### Freight ELEVATOR DOORS

THE PEELE COMPANY • Brooklyn, N. Y. • Boston • Chicago • Cleveland • Philadelphia and 30 other cities

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Motor Common Carrier Taxes Twice That of Private Ones

**T**AXATION of motor truck common carriers amounts to \$382 a year per unit, the average license fee being \$276.34 and the average gasoline tax cost \$105.60, while the average fee of a motor truck as a private carrier is \$64, according to an analysis recently compiled by the United States Bureau of Public Roads covering fees in twenty-five States, which make extra charges on common carrier motor vehicles.

These figures, disseminated by the National Automobile Chamber of Commerce, show that the private carrier pays a total of \$169 in taxes, or less than half the taxation on the common carrier.

"The theory of the States," says the N. A. C. C., "in charging higher fees to the common carrier is based on two factors, one being the tax on the motor vehicle as a business having certain privileges, and the other that the common carrier trucks is likely to use the highway more extensively and hence lead to higher highway maintenance costs.

"In making this distinction the legislators apparently have in mind two types of use of the highway. In the first place the highway is a public way and all persons and owners of private vehicles are entitled to use it as citizens. It is built for the common good to facilitate communication. The common carrier, however, uses the highway as a major part of its business equipment, uses it more than the private carrier, on the average; and, in the opinion of those forming these laws, may be reasonably charged higher fees. Common carriers are a small percentage of the total commercial vehicle operation."

The Chamber is issuing a series of bulletins dealing with this question especially as it relates to motor transport in connection with railroad prosperity. A large part of these bulletins consists of reprints of newspaper editorials. These editorials in the current bulletin show that the volume of automotive freight carried by steam roads helps the rail workers, that with motor trucks as feeders to a railroad highway taxes hit all transport and that rail lines can benefit from highway taxation by using motor units.

### Correction

The bill that was introduced in the Georgia State Legislature, intended to impose a 2 per cent sales tax on the amount of motor vehicles sales, died without receiving any action.

In the April issue of *Distribution and Warehousing* Russell Huffman, secretary of the Motor Vehicle Conference Committee, was misquoted as saying that the sales tax law had been enacted.

### Miami to Have Big Warehouse

One of the largest warehouses in the South is being planned for Miami, Fla.

Behind the project is the Terminal Warehouse Co., of which E. N. Baty, Chicago, is president, and the company purposes to erect a \$350,000 structure at the point where the Miami Canal meets N. W. Thirty-sixth Street and Thirty-fourth Avenue.

Primarily the warehouse will be a clearing house for the shipment of produce and fruit grown adjacent to the canal, but also will be a focal point for incoming shipments of merchandise, largely foodstuffs, by rail or water. The company purchased the site for approximately \$100,000.

The new plant will stand five stories high and will have a total capacity of 1,000,000 sq. ft., according to the officers of the company, which was recently given a State charter to operate.

### New Steubing Truck

The Steubing-Cowan Co., Cincinnati, manufacturers of material handling equipment used in warehousing, has developed a new type of steel-bound platform, originated by W. R. Steubing, and for which protective trademarks have been granted.

The principal distinctive feature, according to the company's announcement, "is the method of clamping the wooden top between the jaws of the two steel angle rails, which gives a viselike gripping action that results in extreme rigidity and strength." The statement continues:

"This construction also makes the platform as flexible to changing requirements as a sectional book case, and permits the instant application or conversion into bin type for handling small parts, stake types for long material, rack and table types, or the use of crane hooks where the load is to be handled overhead during certain phases or production.

"The design of this structure is so correct that it enables these platforms to withstand punishment which would make kindling wood of any ordinary types, and to carry with absolute safety 10,000 and even 20,000 lb. loads."

### The Florida Embargo

Further modification of the embargo on freight shipments into Florida was made recently when the ban was lifted from carload lots into Jacksonville, according to the car service division of the American Railway Association. The new concession is a result of continued improvement in the rail transportation situation in Florida, as well as the practical elimination of carload traffic congestion at the various Florida gateways.

### J. U. Nicholson Honored

The Central Manufacturing District Business Men's Association, Chicago, at a recent meeting elected as its president, J. U. Nicholson, vice-president and general manager of the Central Storage & Forwarding Co. of that city.

## Lee Orcutt Heads Lincoln Warehouse Co. in St. Louis

**L**EE ORCUTT, widely known in the household goods storage business and who was formerly a director of the National Furniture Warehousemen's Association, has organized the Lincoln Warehouse Co., which has opened for business in St. Louis, Mo., with its office at 2723 Olive Street. A modern fire-proof warehouse is being operated, with entirely new equipment installed.

Mr. Orcutt is president of the company, and his nephew, William E. Lee, is vice-president and general manager.

Formerly president of the General Warehousing Co., St. Louis, which controls the American Storage & Moving Co., the J. Brown Storage Co., the Langan & Taylor Storage & Moving Co., the

### Lee Orcutt



Head of the Lincoln Warehouse Co., which he has organized in St. Louis

New York Storage Co., and the R. U. Leonori Auction & Storage Co., Mr. Orcutt several months ago sold his stock interest in the General.

Mr. Lee was vice-president and operating executive of the Orcutt Storage, Packing, Moving Co., St. Louis, for about five years and was for ten months in charge of the Leonori branch of the General Warehousing Co.

### Beauchamp Forms Corporation

The Terminal Warehouse Corp. has been organized in Little Rock, Ark., with S. J. Beauchamp, president of the Terminal Warehouse Co. of Little Rock, as president—to build and operate a storage warehouse plant on the site of the old Valley depot on East Markham Street. Gordon N. Peay is vice-president of the new firm and Charles M. Conway is secretary-treasurer.

The corporation's capital stock consists of 4000 shares of common stock and 4000 shares of preferred stock, both without par value.



## Express Deliveries for 3½ Cents a Mile

# Ford

### Ton Truck

with Open Cab  
and Stake Body

## \$495

f. o. b. Detroit

"No business needs a light truck more than ours does," says J. P. Collins, manager of the C. L. Pace Transfer Storage Company of Alexandria, La.

"In our business there is a very large volume of medium weight hauling—too large for light trucks, yet demanding a strong, speedy transportation unit. On country runs, the Ford engine may be depended upon, and for city deliveries in congested streets the Ford planetary transmission and short turning radius considerably shortens delivery time.

"These were our chief reasons for buying Ford equipment. But after we had used it awhile we found that it costs less than 3½ cents a mile to operate and maintain Ford trucks, exclusive of drivers' wages."

*An interview with your nearest authorized Ford dealer will uncover interesting facts as to the particular adaptability of Ford trucks to express and transfer service.*

## Ford Motor Company

Detroit, Michigan

CARS

TRUCKS

TRACTORS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Would Have Self-Regulation Adjust Trade Controversies

THE setting up of machinery for elimination of trade abuses and unethical trade practices, marking a further step toward eventual self-government of business, has been announced at Washington by the Chamber of Commerce of the United States. The board of directors of the national organization authorized the appointment of a permanent Committee on Trade Relations to serve as the focussing point for all activities in this direction.

The new committee will comprise representatives of wholesaling, retailing, manufacturing and the consuming public. It will serve in the first instance as a clearing house for information relating to the adjustment of trade disputes and the suppression of trade practices detrimental not only to the merchant and the manufacturer but to the consuming public.

It is recognized that the first task of the committee will be to promote the setting up of the necessary machinery within the various trades to facilitate the adjustment of disputes between manufacturers, wholesalers and retailers in a particular trade. It will aid in the adjustment of disputes between members of different trades and eventually, it is expected, will serve as the capstone or lead to the organization of another committee which will serve the same purpose in the entire structure of trade self-regulation.

### "Key Men" on Committee

"As at present contemplated," quoting Alvin E. Dodd, manager of the department of domestic distribution of the national Chamber, in a statement explaining the functions of the new committee, "that joint trades relations committee will be composed of one influential member of each trade. Each member will be the key man in developing in his particular trade a joint trade relations committee to include manufacturers, wholesalers and retailers.

"It is intended that this will be done through trade associations; but it must be remembered that trade associations usually consist of only manufacturers, or only wholesalers or only retailers, whereas the violations of commercial ethics in the vast majority of instances take place in the dealings between manufacturers and wholesalers or between wholesalers and retailers.

"Ultimately it may be possible, and probably will be possible, to organize a great central clearing house with, perhaps, a central board of conciliation and arbitration for the consideration of general ethical questions and for the settlement of disputes which are not due to controversies relating only to one trade.

"The action taken by the national Chamber is in response to a recommendation made by the National Distribution Conference. The committee designated by the Conference to consider the general problem of trade relations pointed out a number of typical trade

abuses and practices that were not only unethical but wasteful.

"While the setting up of ethical codes was not deprecated, the committee came to the conclusion that some kind of enforcement machinery was necessary. The committee held that a vast majority of undesirable practices are due to unconscious imitation, and that it is necessary to discriminate between those who believe themselves forced into unfair practices to meet unethical competition and the comparative few who would be guilty of dishonorable methods unless checked by some external means.

"Most of the disputes arising from this source lie between the manufacturers and wholesalers and retailers of the same commodity. Recognizing this, some of the trades are attempting to set up adjustment machinery and it will be the primary purpose of the joint trade relations committee to assist such undertakings. It is contemplated, of course, that eventually such disputes arise between trades or the members of different trades shall be adjusted by a general committee which will serve as a common clearing house and that standards of commercial practice will be established for the guidance of all trades."

### Regina Companies Merge

Announcement is made of the amalgamation of two warehouse companies in Regina, Saskatchewan, Canada, under the name Smeed's Security Storage, Ltd. The participating firms are the Security Storage & Transfer Co., Ltd., and Smeed's Limited.

According to figures published in the 1926 Warehouse Directory the two companies operated warehouses, one each, with total capacity of 36,000 square feet of floor space, for household goods storage. These will be maintained.

### Warehouse Horses Win

In a pulling contest held at the recent national stock show in Denver a pair of horses, Dan and Bill, owned by the Duffy Storage & Moving Co. of that city, carried off first honors. The steeds, weighing 3,800 pounds, pulled the equivalent of 40,248 pounds as officially registered.

### New Ohio Company

The Ashtabula Fireproof Storage Co. has been incorporated at Ashtabula, Ohio, with a capital of \$25,000 to acquire, establish, maintain, own and operate warehouses for the storage of household goods and merchandise. The incorporators are T. P. Fitzgerald, T. P. Fitzgerald, Jr., R. R. Gordon, F. E. Koski and Mayme Sherman.

### "Hand-to-Mouth"

An article setting forth shippers' opinions as to the permanence of hand-to-mouth buying will appear in an early issue of DISTRIBUTION AND WAREHOUSING.

## Bush Terminal's Net Income Gained in 1925 Over 1924

THE Bush Terminal Co., New York, in its report for 1925 shows a net income of \$1,731,296 after interest, Federal taxes, etc., equal after deduction of preferred and debenture dividend to \$5.38 a share earned on 137,770 shares of no par common stock.

This compares with \$1,295,291, or \$10.01 a share on the company's shares of \$100 par common stock outstanding in 1924.

Gross earnings of the company for 1925 were \$8,813,723, while expenses and taxes totaled \$5,664,918, thus leaving operating profits of \$3,148,805.

The figures for 1924 were respectively \$8,294,113, \$5,557,874, and \$2,736,239. Interest, depreciation and Federal taxes, for 1925 totaled \$1,417,509; for 1924 they were \$1,440,948. After deduction of preferred dividends of \$628,000. Company preferred dividends, debenture dividends of \$361,617, and common dividends of \$86,077, a surplus remained of \$655,002.

Total assets of the company were \$44,543,006. Total liabilities were \$39,617,230, leaving a surplus of \$4,885,776.

### Becker Absorbs Wilson Co.

The Becker Storage Co., San Francisco, announces that it has taken over the business of the Wilson Bros. Co., Inc., of that city. The Wilson company has resigned from membership in the Pacific Coast Furniture Warehousemen's Association, of which the Becker company is also a member. Both companies are members of the National Furniture Warehousemen's Association.

The Wilson company was established in 1895 and has been operating a household goods warehouse with 53,000 sq. ft. of floor space.

### Gatter Resigns

Arthur J. Gatter announces his resignation, effective April 1, as manager of the Birch-Smith Fireproof Storage Co., Los Angeles. His future plans have not yet been made.

During 1925 Mr. Gatter was president of the Pacific Coast Furniture Warehousemen's Association and was accustomed to attending conventions of the National Furniture Warehousemen's Association, of which the Birch-Smith company is a member.

### O'Brien's Successors

Announcement is made by William M. Butler, president of the New Bedford Storage Warehouse Co., New Bedford, Mass., of changes in the personnel of his executive staff. Howard C. Dyer has been made treasurer and John J. Gobell general manager. These two positions were held jointly by Clarence R. O'Brien until his resignation, a few months ago, to enter the brick tile business in Kansas City.

# PACEMAKER "SPECIAL"

## More Carrying Capacity



6-Cyl. 55½ H.P. Motor. Speed 50 Miles per Hour.

*"I have been in the trucking business for several years and owned several makes of trucks. I want to say my Selden Pacemaker has them all beat. Am earning more money and saving time on account of power and speed."*

Phillip Zanghi, Prop.  
Red Line Transfer Co.

Pacemaker "Special" has a larger rear axle and heavier rear springs than the regular Pacemaker, providing more carrying capacity. With the smooth running, powerful 6-cylinder motor, the Pacemaker "Special" is the ideal truck for the transfer business where dependability, speed and low operating costs are of the utmost necessity.

## SELDEN TRUCK CORPORATION, ROCHESTER, N. Y.

BRANCHES  
Van Alst Ave. and So. Jane St., LONG ISLAND CITY, N. Y.

1121-1123 Commonwealth Ave., BOSTON, MASS.  
202 So. Denver Ave., TULSA, OKLA.

# Selden Trucks

IN-BUILT QUALITY  
Selden  
MOTOR TRUCKS

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## Would Extend Barge Service From Minneapolis to Cairo

W. W. Morse, president of the Security Storage Co., Minneapolis, and vice-president and general manager of the recently-established Upper Mississippi River Barge Line Co., went to Washington recently, in company with other officers of the barge line project, to confer with various Government officials regarding further support, by the Government, of the company's plans to extend the proposed service beyond St. Louis as far south as Cairo, Ill. The situation is outlined in a statement as follows:

"On the recommendation of Theodore Brent, Federal traffic and operating manager of the Mississippi-Warrior service of the Inland Waterways Corporation, in charge of operations between St. Louis and New Orleans, the officials of the Upper Mississippi Barge Line company desire to extend their line beyond St. Louis and have it run from the Twin Cities to Cairo, Ill.

"At Cairo, traffic coordination can be made not only with the barges of the lower Mississippi, but also with the traffic on the Ohio river. Fuel stocks can be obtained more advantageously at Cairo than at St. Louis, and transfer charges will be considerably less at Cairo than at St. Louis. Mr. Brent further recommends additional fleet equipment, so as to provide additional sailing up and down the river, and more powerful tug boats and barges of greater tonnage capacity.

"Therefore, on Mr. Brent's recommendations, our committee in Washington is asking Secretary of War Davis and General T. Q. Ashburn to supplement the \$600,000 which the barge line company is raising through stock subscriptions and by a bond issue, with an additional one million from the Inland Waterways Corporation, which will provide a total of \$1,670,000.

"The Inland Waterways Corporation can either provide this additional capital from its own treasury, or it can borrow the same on its tangible assets, which are from ten to twelve million dollars. The Inland Waterways Corporation has the legal right to do this, and in order to guarantee maximum profits in operation, it should provide this additional capital, particularly on a recommendation of one of its own directing heads.

"On the lower Mississippi river, no private capital has been raised for that service. It has all been Government money. In raising \$670,000, the upper Mississippi river territory has shown its good faith in the project and its willingness to cooperate with the Government in establishing practical and efficient transportation on the upper Mississippi river with its resulting benefits to this entire territory."

### Salesmanship!

The "personal touch" was injected into the business of the Mercer Transfer & Storage Co., Burlington, Iowa, recently when G. W. Mercer, the company's presi-

dent, entertained at a local hotel a large number of representatives of Burlington jobbing houses and addressed them with an explanation of the motor truck service which his company had lately established between Burlington and adjoining towns. After a round table discussion the jobbers' representatives pledged their support to the Mercer company's efforts to give one-day service in short-haul territory.

### Virginia Gas Tax Increased

The Virginia Legislature has enacted a law under which motorists in the State must pay a gasoline tax of 4½ cents a gallon. Hitherto the tax was 3 cents. Gov. Byrd, who recently took office, suggested the increase and the extra half-cent will go to counties if they match the amount by their own appropriations, according to the provisions of the bill.

The Legislature's action is in line with the governor's announced policy to develop a modern highway system, especially between northern and southern points.

### T. E. Witters Heads Fidelity Company

THOMAS E. WITTERS has been elected president of the Baltimore Fidelity Warehouse Co., Baltimore, succeeding M. C. Byers. Mr. Witters had long been vice-president and general manager, and as head of the company he continues in his capacity as general manager. He is one of the leaders in the activities of the American Warehousemen's Association, having for some years been chairman of the American's Central Bureau committee which produced the association's Encyclopedia and other constructive reports and findings.

J. W. Broome has been reelected secretary and S. R. Gehlert reelected treasurer of the Fidelity company.

### O'Connor Buys in East Orange

Announcement is made by John O'Connor, president of the Security Storage Warehouses, Harrison, N. J., of the purchase of the business of the Orange Storage Warehouse, East Orange. The Orange plant, established in 1907, contains 54,000 square feet of floor space and is used for storage of household goods.

### New Stewart Truck Model

The Stewart Motor Corp., Buffalo, N. Y., has brought out a 2½-ton capacity fast heavy-duty truck. This new chassis, which lists at \$3,200, is known as model 19 and takes the place of model 7X, which has been discontinued. The standard wheelbase is 165 inches.

### Louis Schramm, Jr., Purchases Gramatan Plant, Bronxville

THE household goods storage business and the plant of the Gramatan Warehouse, Bronxville, N. Y., has been taken over by Louis Schramm, Jr., formerly secretary, treasurer and manager of the Chelsea Fireproof Storage Warehouses, Inc., Mount Vernon, N. Y.

Mr. Schramm thus becomes one of the youngest warehouse executives in the United States. He is a son of Louis Schramm, president of the Chelsea company, which operates also in New York City. The son is now president of the Gramatan Warehouse. He was accustomed to represent the Chelsea company at the summer conventions of the National Furniture Warehousemen's Association, playing on the baseball nine which represented the eastern warehouse contingent.

Louis Schramm, Jr., was connected with the Chelsea company for seven years. He went into business with his father after being graduated from the Culver Military Academy in Indiana. During the summers since boyhood and for the first three years after finishing school he worked in every department in all capacities from driving a truck to keeping books for the Chelsea firm.

Four years ago the Chelsea company bought the business of the late Charles L. Carbrey in Mount Vernon and erected a seven-story fireproof warehouse containing 70,000 square feet of floor space. Since that purchase Mr. Schramm has been manager of the Mount Vernon plant.

The Gramatan Warehouse, now purchased by Mr. Schramm, is a three-story reinforced concrete building, fireproof, with a floor space of 35,000 square feet. There are 200 separate fireproof rooms for storage of household goods, together with a rug vault, a trunk room and a packing room. The motor fleet comprises four trucks. As to this youthful executive's future:

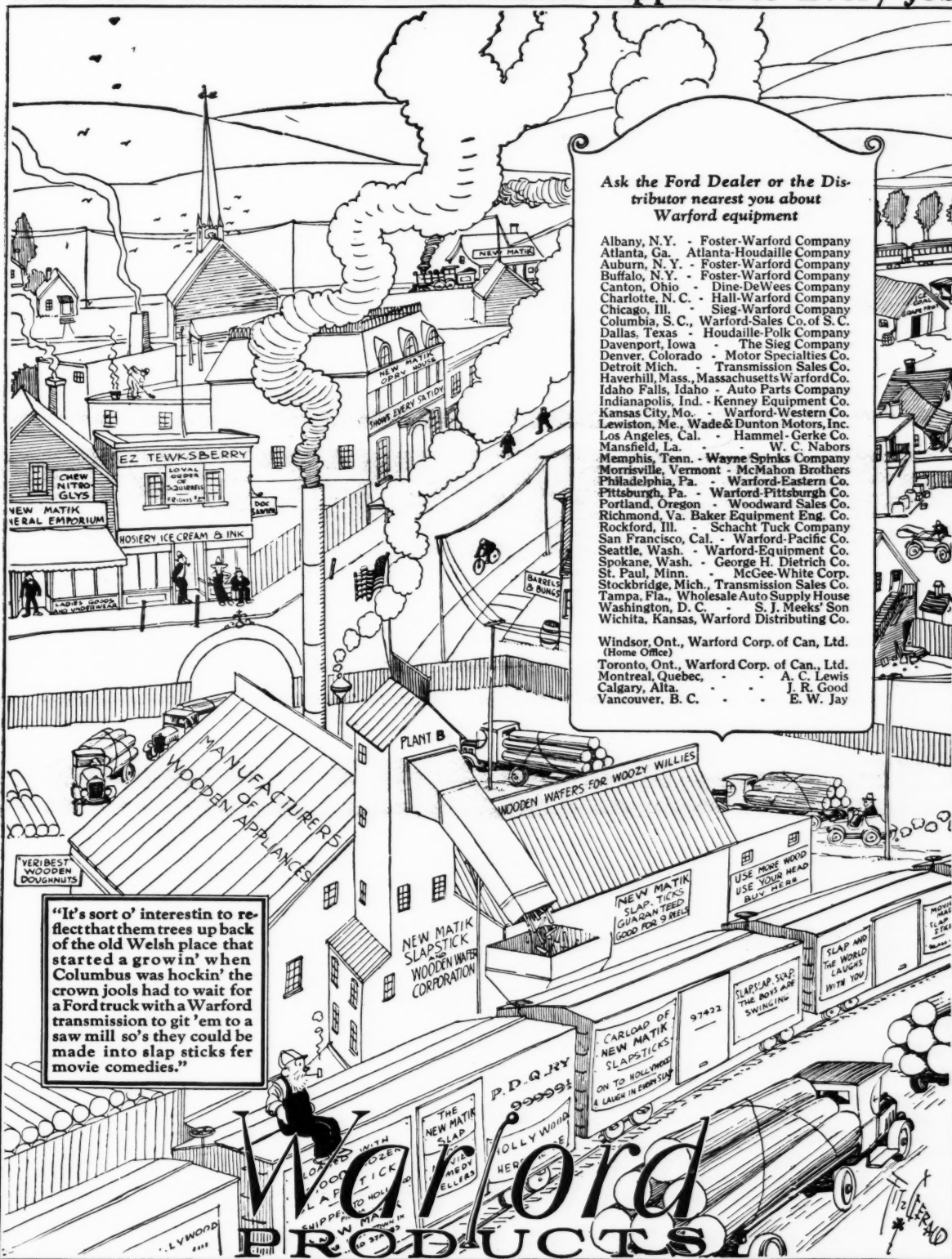
"My dad is one of the most successful individuals in the warehouse business," Louis Schramm, Jr., recently commented, "and, following in his footsteps, I may be able some day to build up a very substantial chain of my own. Only time can tell, and nothing attempted, nothing gained."

### New Fairport, N. Y., Company

The Fairport Storage & Ice Corp. has been incorporated, at Fairport, N. Y., to succeed the Fairport Cold Storage Co. and plans to complete a cold storage plant for occupancy some time during the summer. Under a recent reorganization J. S. Albright, president of the Ontario Storage Corp., was elected president of the new Fairport firm. Henry D. Schiefer, president of the Schiefer Electric Co., of Rochester was made vice-president; G. A. Wagner, a Rochester refrigerating engineer, treasurer, and Vogswell Bentley, manager of the Webster Cooperative Cold Storage, Inc., Secretary.



## The Ford Standard of Performance Applied to Every Job



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Neither the Warford Corporation nor its manufacturers has any connection whatsoever with any company manufacturing motor cars.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Drayage and Santa Fe Firms Merge in Oakland and 'Frisco

**M**ERGER of the Drayage Service Corporation, operating merchandise warehouses in Oakland and San Francisco, with the Santa Fe Express & Drayage Co., also in merchandise warehousing in the two cities, is announced by W. P. Scott, president of the former firm.

"The companies," the statement says, "are two of the oldest and largest on the Pacific Coast, operating in excess of 125 motor vehicles in the cities on the mainland shore of San Francisco Bay. This fleet will be retained, and to it will be added immediate forty Lapeer trailers of a type similar to those successfully operated on the shuttle system for some time by the Drayage Service Corp. in West Oakland.

"The consolidated company will construct at once a modern freight terminal on the property of the Drayage Service Corp. in West Oakland. The improvements will consist of a main building, 481 by 126 ft., served by both the Southern Pacific and Santa Fe railroads. On the same property will be erected an administration building, a garage and a body-building plant. Until the new building is completed the operating departments will occupy the offices of the Santa Fe Express & Drayage Co. at Fourth and Clay Streets, Oakland."

While the financial terms of the merger have not been made public, the investment of the Drayage Service Corp. is placed at \$220,500 and that of the Santa Fe company at \$175,000, according to the 1926 Warehouse Directors L. Q. Svane was president of the Santa Fe company up to the time of the merger.

### 'Frisco Trap Car Rates

Trap car switching rates from industry to station over Southern Pacific lines in San Francisco have been put into effect on both State traffic and interstate traffic, according to announcement by L. A. Bailey, Secretary of the Warehousemen's Association of the Port of San Francisco. Charge for the less-than-carload switching service to depot is \$2.70 from Southern Pacific, Santa Fe or Western Pacific spurs to depots of these lines, and \$3.50 from Public Belt Line spurs to these same depots.

According to Mr. Bailey one trap car may not be used, except as to switchings for one depot, because to allow less-than-car loadings on shipments to all trunk-line depots in one car would delay the service and be generally impractical.

Exact operating details have not been fully developed.

### New Paris, Tenn., Warehouse

The first unit of the new fireproof concrete warehouse of the Union Transfer Co., Paris, Tenn., was opened for business on April 15. The building, containing 4800 sq. ft. of floor space is located on the Memphis division of the Louisville & Nashville Railroad.

Paris is in the heart of the triangle formed by Memphis and Nashville, Tenn., and Paducah, Ky.

The company will specialize in straight and pool car distribution, general merchandise storage, etc.

### J. L. Butler Goes to Memphis

Announcement is made by the O. K. Storage & Transfer Co., Inc., operating household goods warehouses in New Orleans, Little Rock, Memphis and Louisville, that Jean L. Butler has been made manager of the plant in Memphis. He was formerly assistant manager at the O. K. warehouse in New Orleans, where his brother, George E. Butler, is secretary, manager and operating executive.

## The Uniform Receipt Adopted in Seattle

**T**HE Seattle Clearing House Association has adopted the uniform warehouse receipt worked out by the American Warehousemen's Association and approved by the United States Department of Commerce.

The receipt is to be issued by the Port of Seattle and by public warehouse operators and will be placed in use at an early date, according to W. S. Lincoln, president of the Seattle Port Commission.

In a statement Mr. Lincoln points out that the uniform receipt will greatly facilitate negotiation of loans on commodities and placed in storage warehouses. Heretofore there have been in use almost as many varieties of receipt as there are public warehouses in Seattle.

The decision to effect uniformity is the result of a series of conferences between officers of the Port of Seattle, representatives of the public warehouse industry and agents of the Seattle Clearing House Association.

### National's New Offices

The National Freight Forwarding Co., which specializes in the consolidation of less than carload shipments of household goods, by way of the Panama Canal, between New York and the Pacific Coast, announces the establishing of offices at 1 Broadway, New York, and at Kettner Boulevard and B Street, San Diego, Cal.

Distribution on the West Coast is made through the Bekins Van & Storage Co., operating in various cities. In New York local warehousemen handle incoming shipments. The Panama-Pacific Line transports the National's shipments under an all-risk insurance policy from warehouse at point of origin to warehouse or owner's residence at destination.

## W. D. Nesbitt Organizes the Warrior River Terminals Co.

**T**HE Warrior River Terminals Co. has been organized in Alabama by W. D. Nesbitt, president of the Warrant Warehouse Co., operating merchandise storage plants in Birmingham and Mobile, and president of the Port of Birmingham Company. The objective is to place Birmingham in a position to compete, on an equal or better basis, with the Atlantic seaboard cities and Mississippi River towns as a center of distribution.

In 1916 the Government completed the work of transforming the Warrior River into a navigable stream from Mobile to the Port of Birmingham by the construction of a series of seventeen locks and dams. This made available to shippers an all-water freight rate from either the Atlantic or the Pacific seaboard to the Port of Birmingham by way of Mobile and the Warrior River.

However, the Port of Birmingham is located eighteen miles above the city of Birmingham proper, which necessitated hauling goods over the spur line of the Southern Railway. The newly-organized Warrior River Terminals Co. has taken over this spur line, thus equalizing the freight rate and placing the Port of Birmingham on the all-water route basis.

### New Ogden, Utah, Company

The Western Gateway & Storage Co. has been organized in Ogden, Utah's second largest city, with a capital of \$100,000, to conduct a general commercial storage business in the building formerly occupied by the Utah Cereal Foods Co. at Twenty-ninth Street and Pacific Avenue. The structure has been renovated and several of the floors are ready for receiving goods.

The incorporators, prominent business men in Ogden, are John Browning, president; M. A. Browning, vice-president; Lionel B. Farr, secretary-treasurer; H. Steckel, manager, and Thomas R. Beason, a director.

### New GMC Models

The General Motors Truck Co. has added tractor-trucks in 10 and 15 tons capacity to its "Big Brute" line of vehicles. The new units are specially designed for heavy duty. An outstanding feature is a shorter turning radius, for work in restricted areas, such as loading docks and alleys and frequently with long trailers. This radius is 17 feet.

### Grand Rapids Company Builds

The Grand Rapids Storage & Van Co., Grand Rapids, Mich., has begun construction of reinforced concrete brick-inclosed household goods and automobile storage warehouse, to contain 96,000 square feet of floor space, at Lake Drive and Robinson Road. The building will stand five stories high, plus the basement. The company recently added four vans to its fleet of motor trucks.



## You'll get better mileage from Kelly Kats

This isn't a mere claim. It is the statement of a fact that has been proved by the year in and year out experience of thousands of truck owners during the past seven years.

And Kelly Kats don't discriminate. They stand ready to give you the same sort of service they are giving other truck owners.

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**KELLY-SPRINGFIELD TIRE CO.** 250 WEST 57th ST.  
NEW YORK, N.Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Lincoln Co. in New York to Build 14-Story Depository

NEW YORK CITY'S mid-town east side is to have another skyscraper household goods warehouse—this time a fourteen-story structure is to be erected by the Lincoln Safety Deposit Co., now located opposite the Grand Central Terminal. The new building will go up at Third Avenue and Seventieth Street, ten blocks south of the site of the sixteen-story plant being erected for the Manhattan Storage & Warehouse Co.

The decisions by the Lincoln and Manhattan companies to locate mammoth plants in this section illustrates one phase of department house development in the metropolis. Tenements and small stores are giving way to high class apartment buildings to the east of Park Avenue under which the New York Central trains move south through Manhattan to the terminal at Forty-second Street. In time the elevated structure on Third Avenue will be demolished and a subway will be constructed. The avenue, a broad thoroughfare, is a continuation of the old Boston Post Road. Thus the future of the district, as indicated by the current realty trends, calls logically for the construction of the finest type of furniture storage depositories in order to meet householders' needs.

The site of the coming Lincoln plant takes up the entire Third Avenue block, between Sixty-ninth and Seventieth Streets and runs back 128 feet along each street. The warehouse will occupy the 200-foot frontage along the avenue and extend back 100 feet. The remaining space, in the rear, 200 by 28 feet, will serve temporarily as a private parking space for cars of wealthy patrons who may wish to enter unobtrusively to make, examine or withdraw valuable deposits. Eventually the land may be used for building an addition to the main structure.

### A Million-Dollar Structure

The ground floor of the Lincoln building, which will cost in excess of \$1,000,000, will be occupied by the company's offices, a banking room, and safe deposit vaults, together with seven stores for rental purposes.

In the basement will be a packing room, a smoking and rest room for employees, lockers, a cold storage machinery room, etc.

A 25-foot width of the building's northerly side, from bottom to top, taking in all floors, will be set aside as a cold storage section for furs, fabrics, etc.

At the rear of the building will be a receiving platform, level with the first floor, with an entrance from either street. Two elevators will lift loaded vans to any floor, and there will be also a service elevator for employees and for small lots, trunks, pianos, etc.

At every alternate story there will be a floor depression to accommodate a van, which may be rolled off the elevator so that the floor of the van is level with the adjoining floor space—an innovation

in warehouse construction. On the ground floor will be receiving floor space for "outside" vans.

The second floor, except for the 25-foot width set aside for cold storage space, will be divided into seven rooms for storage of silverware.

The third floor, except for the cold storage section, will be used for storage of trunks and pianos.

The fourth to twelfth floors inclusive will be divided, except for the cold storage room, into compartments ranging from bins of 100 cubic feet capacity to rooms containing two or three van loads.

The thirteenth floor will be devoted to open storage, except for the cold storage space.

The fourteenth floor has an 8-foot clearance and will be devoted, except for the cold storage room, to the storage of automobiles.

Safe deposit vaults will be located on the ground floor and on the mezzanine, a private passageway connecting them with the private parking space at the rear of the building.

A special system will be installed for ventilating offices and vaults without recourse to opening the windows.

A gas chamber for combating moths through a chemical process will be located on the third floor.

### Occupancy in 1927

With the approval, by the city, of the plans, the work of tearing down some of the present structures on the site was begun in April, and tenants in others were given sixty-day removal notices. Actual construction of the warehouse should be begun in June or July, and it is hoped to have the building ready for occupancy not later than the fall of 1927, and possibly a few months earlier. George S. Kingsley, New York, is the architect.

The Lincoln company has tenant possession of its present quarters, at 60 to 70 East Forty-second Street, until June 1, 1928. The site, with its building standing as a landmark in the Grand Central zone, was purchased from the company on March 24 by Frederick Brown, a realty operator, for a reported price of \$7,000,000, thereby establishing a record for front foot values on Forty-second Street. The building has for forty-five years housed the banking rooms of the Lincoln National Bank and its successor, the Irving Bank-Columbia Trust Co. Title will be conveyed when the Lincoln Safe Deposit Co. removes to the warehouse on Third Avenue.

### Warehouse Windows Marked

Crosses are being marked on the windows of public warehouses in Boston to indicate to firemen where clear passages are. The fire department officials say that in a number of fires in the past the firemen raised ladders to windows only to find they could not enter because of merchandise piled up which prevented, and time was lost in finding windows at clear passages.

## \$1,000,000 Cold Storage Is Opened in Los Angeles

WHAT is said to be the country's largest cold storage warehouse west of Kansas City is now in operation with the opening of the million-dollar plant of the Federal Cold Storage Co. in Los Angeles. The building has a net capacity of 3,200,000 cubic feet and the company owns and controls also twelve additional acres of land. The company is affiliated with the Standard Ice Co. and the Federal Refrigerating Co. and is located in the Central Manufacturing District of the California city.

Served by the Los Angeles Junction Railway, connecting with all incoming roads and thus minimizing delay and eliminating switching charges, this new warehouse has trackage facilities which accommodate thirty refrigerator cars at one setting, with ample space for the handling of delivery trucks.

The structure is 200 feet square and stands seven stories high, the storage capacity running between 1500 and 1600 carloads. The building is of double-wall reinforced concrete, each wall forming a solid stone, making it virtually immune from deterioration.

According to the company's president, T. J. Murphy, who is president also of the Monaghan & Murphy Bank of Needles, Cal., the Federal plans to establish branches in the San Joaquin and Sacramento valleys, to serve as feeders for the main plant.

### Bekins Hollywood Plant Opens

The Bekins Van & Storage Co. has completed another household goods depository which is linked with its chain of furniture storage plants along the Pacific Coast from Vancouver, Canada, to Los Angeles.

The new structure, located at 8421 Santa Monica Boulevard, Hollywood, serves the Hollywood-Beverly Hills districts of Los Angeles. The building is fireproof, of reinforced concrete, of Gothic design, seven stories high, and contains special piano rooms, rooms for other musical instruments, paintings, rugs and trunks, etc., and private and open storage rooms, together with space and service for automobile storage.

Its total cost, exclusive of ground space, is more than \$100,000.

### New Everett, Wash., Plant

The Independent Truck Co., Everett, Wash., announces plans to construct, by June 1, a \$50,000 warehouse on McDougall Avenue. A \$15,000 garage will be put up meanwhile.

### New Newark Company

The Transport Moving & Storage Co. has been incorporated in New Jersey, with a capital of \$100,000, to engage in the storage warehousing and moving business. The headquarters is at 327 South 18th Street, Newark.

## Protect the truck with Budd-Michelin Dual Wheels and the truck will protect the load

**I**F you're hauling fragile loads, costly loads, and paying the penalties of cargo breakage—here's protection. Money-saving protection!

Thousands of truck owners are profiting by it. They are paying fewer breakage claims, fewer repair bills, less for gas and oil and lower maintenance costs. They are protecting their loads, their trucks, their dollars with Budd-Michelin Dual Wheels and *pneumatic* tires.

Pneumatics take the kick out of rough roads and give heavy trucks a longer lease of life. They permit speed with safety. Speed that means more stops, more deliveries. Speed that shortens the time on long hauls—more work with fewer trucks and fewer drivers.

And with Budd-Michelin Dual Wheels heavy trucks of two tons and more can ride on *regular size* pneumatics and get tire-mileage that's a revelation to truck owners!

The same remarkable tire-mileage that over 40,000 heavy buses are getting on Budd-Michelin Dual Wheels—15,000 to 20,000 miles and over from a set of tires. That's day in and day out performance in a field where heavy loads and fast schedules put tires to gruelling tests.

Ask your dealer about Budd-Michelin Dual Wheels for your next truck. All truck manufacturers supply them. Your present trucks can be equipped with Duals, too. Write us for details.

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WHEEL COMPANY  
Detroit



*The Budd-Michelin equipment—two Budd-Michelin single wheels in front, two Budd-Michelin Dual Wheels in the rear (pairs of single wheels acting together as units.) All wheels completely interchangeable either as units or as halves of Duals. One spare.*

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Chamber Convention Has "Distribution" on Program

**D**ISTRIBUTION will have a prominent place on the program for the annual meeting of the Chamber of Commerce of the United States, to be held in Washington, on May 11 to 13.

A special group meeting has been designated for the exclusive consideration of three subjects of particular interest to distributors. These subjects are:

1. "Principles Which Should Be Applied to Merchandising by Installment Selling."
2. "The Trade Relations Committee as a Means for Developing Self-Government in Business."
3. "Practical Uses of a Distribution Census and How It May Be Brought About."

A prepared address will be delivered on each of these questions, after which there will be open discussion.

O. H. Cheney, vice-president of the American Exchange-Pacific National Bank, New York, will make the talk on the subject of installment selling. Mr. Cheney has been a close student of distribution and his address should develop many interesting aspects of this recent development in retail selling. As pointed out by the Chamber's Domestic Distribution Department:

"Installment selling has pervaded so many fields of retail selling and grown to such an extent that some estimates place its volume as high as 17 per cent of the total sales at retail. Commercial credit companies have been formed to provide means of credit for this type of financing. Some steps have been taken to standardize the granting of such credit, but the growth has been so rapid and unprecedented that there is as yet no consensus of opinion on the justification of installment selling."

How the causes of trade abuses and misunderstandings which arise in dealings among manufacturers, wholesalers and retailers may be eliminated by the organization of joint trade relations committees will be discussed by Royal M. France, president of Salt's Textile Co., Inc., New York. Mr. France, who was a member of the committee on trade relations of the National Distribution Conference, will point out the benefits which have resulted from the activities of joint trade relations committees functioning within certain trades, and will discuss the steps which are to be taken to extend this work.

The interest of the national Chamber in this subject, which is in line with the general theme of the meeting, "Self-Regulation in Business," follows the recommendation by the National Distribution Conference suggesting that the Chamber appoint a committee on trade relations. This recommendation was approved by the Chamber's board of directors, and the committee, which is now being named, will consist of representative wholesalers, retailers, manufacturers and the public. This committee

will urge upon trade groups the need for the setting up of a committee within each trade to deal with complaints and misunderstandings, and also it will aid these trade committees in the efficient performance of their work.

Discussion of the need for a distribution census and how it may be brought about will be undertaken by E. M. West, economist, connected with the Blackman Co., New York. Mr. West is one of a group of men who have been advocating for a long time the taking of such a census. He served as a committee member of the National Distribution Conference and through his contact with business executives is acquainted with the practical need for more information about the organization of the distributive system of the country.

Lack of statistics concerning the number of retailers, wholesalers and other distributors, it is pointed out, has been keenly felt by all classes of distributors. This information is needed when sales quotas are established, when areas are surveyed for market possibilities, and when new outlets are contemplated.

## George S. Lovejoy Retires

**G**EORGE S. LOVEJOY, Boston, who was for many years president of the American Warehousemen's Association and of the Massachusetts Warehousemen's Association, and who has been recovering from a serious breakdown which began last fall, has been retired on a pension by the Quincy Market Cold Storage & Warehouse Co., Boston. He was manager of the Quincy firm's general merchandise department.

On May 2 Mr. Lovejoy sails on the S. S. Caronia and will make an extended tour of Europe.

Mr. Lovejoy's convalescence has so far progressed that in recent weeks he resumed his interest in warehousing affairs in Boston on visits to his legion of friends in the industry.

Burt R. Gage succeeds Mr. Lovejoy as manager of the Quincy company's general storage business. Mr. Gage has been identified with public warehousing for eight years. He was formerly treasurer and manager at the Commonwealth Ice & Cold Storage Co., Boston.

## Baillargeon Loses Mayoralty Race

In Montreal's mayoralty race on April 12 J. B. Baillargeon, president of J. B. Baillargeon Express, Ltd., and a past president of the Canadian Storage & Transfermen's Association, received 13,000 votes. He was defeated, however, by Mederic Martin, who was Montreal's mayor from 1914 to 1924. Mr. Martin polled 58,000 votes. Another candidate, J. V. De Saulniers, received 28,000 votes.

## Federal Competition Opposed by Shipping Board Chairman

**T**HE public warehouse industry of Boston was well represented at a hearing held in Washington on March 31 before the United States Shipping Board based on charges made by H. J. Ham, Boston, to the effect that there was inefficiency in the operation of the Boston Army Base.

This building is under lease to the Tidewater Terminal Co., which controls a number of such Army Bases in other ports. The Boston Terminal Co. up to two years ago was operated directly by the Shipping Board. Under the terms of the lease the Board received two-thirds of the net profits derived and the lessee receives the balance.

Mr. Ham complained that the lessees displayed indifference in soliciting business and claimed that larger profits should be derived from the properties. The terminal is at present showing a profit of about \$2,500 a month, as compared with a loss of that amount while under Shipping Board management.

The whole question, Chairman O'Connor said at the Washington hearing, seemed to be whether the Government should enter on a policy of open and destructive competition with private warehouses in the use of former war properties. He added that he thought that the policy of the Board to operate these properties with due regard for the rights of private interests in similar industries, should be affirmed, and that he personally was against the Government entering into destructive competition with established private warehousemen.

The chairman said the Government under no conditions should extend its private business operations but should curtail and limit them whenever and wherever possible. He was in favor of the Government getting out of business as rapidly as possible. He called attention to the fact that the merchant marine was dependent to a great extent on proper warehouse facilities, and he believed that such facilities could best be improved by American business men and not by the Government.

Harvey C. Miller, president of the Tidewater company, told the Board that the base was being operated in conformity with the Board's accepted policy of not entering into competition with private warehousing enterprises, taking care only of surplus cargoes which could not be handled for any reason by the private concerns.

Appearing to support the board's attitude and combat the position of Mr. Ham were, in addition to Mr. Miller, Capt. J. M. Hoffman, vice-president and general manager of the Tidewater company; H. H. Wiggin, president of the Wiggin Terminals, Inc., Boston; Samuel G. Speare, treasurer of the Wiggin terminal and president of the Massachusetts Warehousemen's Association; and Tarrant P. King, president of the King Terminal Co. and the Northern Avenue Stores & Dock Corp., Boston.





## ***“We Always Go and Always Get There”—***

**Says C. C. Lincicome, Prop., U. S. Transfer and Storage Co., Marietta, Ohio**

Mr. Lincicome, a veteran in local and long distance transportation, is first, last, and all the time an enthusiast in International haulage. He has owned nine International trucks, and was the first International owner in Eastern Ohio where there are now many hundreds of Internationals. His International trucks are used for a great variety of jobs—hauling, hoisting, towing, etc.—and he calls their service 100 per cent efficient.

The illustrations show the present-day successors to some of his old 100,000-mile Internationals. The Speed Truck is for fast, long-distance work. It makes frequent trips to Columbus, O., making the 272-mile round trip in a day and night; and makes the Cleveland 526-mile round trip in two

days. He goes heavily loaded both ways whenever possible. The loaded truck gives him 15 miles per gallon.

The Model 63 truck illustrated is for heavy-duty work, and especially for hauling casings and equipment to the oil fields. Mr. Lincicome says, “This truck has gone many places where others have refused to go. We always go and always get there. Tractors have pulled us out of 3-feet of mud, but you can’t blame the truck for that. We have had this 3-ton truck a year and she has gone about 30,000 miles. And service! Year after year I have got such service from your branch and dealer at Parkersburg as I have never heard of for other trucks or any other product whatsoever.

*The International line includes the Special Delivery, 1-ton and 1½-ton Speed Trucks, Heavy-Duty Trucks ranging from 1½-ton to 5-ton maximum capacities, Motor Coaches for all requirements, and the McCormick-Deering Industrial Tractor. Write for complete descriptive literature.*

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# **INTERNATIONAL**

## **HARVESTER TRUCKS**

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Construction, Removals, Purchases and Changes

Alabama State Docks Commission, Mobile, Ala., is planning a \$300,000 1-story warehouse, 230 by 900 feet.

Anheuser-Busch Ice & Cold Storage Co., Inc., New York City, has filed notice of increase in capital to \$1,500,000 from \$1,000,000, for general expansion.

Bailey Warehouse Co., Philadelphia, has filed plans for improvements and alterations in its storage plant.

Boise Cold Storage & Warehouse Co., Boise, Idaho, has acquired property at First Street, So., and Eighteenth Avenue as a site for a cold storage warehouse estimated to cost \$60,000.

Boston & Albany Railroad, Boston, has filed plans for a \$30,000 1-story warehouse at 137 Kneeland Street.

Burdine Properties, Inc., Miami, Fla., is planning a \$100,000 3-story warehouse, to contain about 50,000 square feet of floor space, at Sixth Street, N.W., and Seventh Street.

Catalina Terminal & Warehouse Corp., Los Angeles, has under advisement the building of a \$160,000 3-story warehouse, 60 by 250 feet, on Broad Avenue near B Street.

David Fireproof Storage Warehouses, Chicago, will build a \$90,000 addition.

Elm Lawn Transfer Co., Elmhurst, Ill., has filed notice of dissolution under State laws.

Farm Bureau, Walla Walla, Wash., has tentative plans for a \$50,000 warehouse to replace a building recently wrecked by fire.

Gearing Transfer & Storage Co., San Luis Obispo, Cal., has removed offices, equipment and storage lots into a new fireproof warehouse and garage; address, 553 Higuera Street.

Grange Warehouse Co., Winlock, Wash., has completed plans for a \$35,000 1-story warehouse, 40 by 100 feet.

Great Southwest Corp., Los Angeles, has awarded a contract for a 6-story warehouse, 90 by 200 feet, at 2709 San Fernando Road, estimated to cost \$200,000.

Hayti Ice & Cold Storage Co., Hayti, Mo., is improving its cold storage warehouse and ice plant, including installation of additional equipment.

Hebard Storage Warehouses, Chicago, have arranged for change of capital to \$10,000, and 100 shares of stock, no par value.

Jackson Storage & Van Co., Chicago, has purchased from the Oak Park Warehouse & Van Co. the 5-story warehouse building, on a lot 75 by 192 feet, at 641-645 Lake Street.

J. L. Jones, Gulfport, Miss., and associates are planning a \$40,000 1-story bonded warehouse, 80 by 100 feet, on 26th Avenue.

Kentucky-Tennessee Light & Power Co., Bowling Green, Ky., will enlarge its cold storage warehouse and ice plants in Bowling Green and Glasgow, Ky.

King Storage Warehouse, Inc., Syracuse, N. Y., has completed installation of an automatic sprinkling system in its

Warehouse A, at 358-376 West Water Street, thus effecting lower insurance rates.

Lakewood Fireproof Storage Co., Cleveland, has completed plans for a \$165,000 6-story and basement warehouse addition at Detroit and Lincoln Avenues.

Lamb Transfer Co., Long Beach, Cal., is planning to build a warehouse at 637 Atlantic Boulevard.

D. A. Larmer Transfer & Storage Co., Salem, Ore., is planning a \$35,000 3-story warehouse, 80 by 140 feet, on North Front Street.

Maier Sales & Storage Co., Huntington, W. Va., has added a fleet of six motor trucks to its equipment.

Merchants Warehouse Co., Detroit, has established a downtown office, at 607 Shelby Street, corner of Leonard.

Meteor Transport & Trading Co., Miami Beach, Fla., is planning to put up a \$65,000 warehouse on the Peninsular terminal docks.

J. D. Moore Transfer & Storage Co., Abilene, Tex., will erect a \$25,000 1-story warehouse, 80 by 140 feet.

Nashville Warehouse & Elevator Corp., Nashville, Tenn., has completed an addition to its grain tanks, giving the company a total grain capacity of 1,000,000 bushels in addition to 152,000 square feet of space for general storage.

National Ice & Cold Storage Co., San Francisco, is planning to build a \$40,000 cold storage and refrigerating plant at Huba City, Cal.

J. W. Norcross, Montreal, Quebec, Canada, and associates have plans for a \$100,000 cold storage warehouse in Halifax, Nova Scotia.

Northwest Lettuce & Celery Growers' Association, Bellingham, Wash., has plans for a \$50,000 warehouse.

Osceola Ice & Cold Storage Co., Mims, Fla., has plans for a \$35,000 cold storage warehouse and ice plant.

Phillips Transfer Co., Bowling Green, Ky., has acquired the property of the Top Miller Ice & Coal Co. and is said to be planning for expansion.

Pinellas Ice & Cold Storage Co., Largo, Fla., is constructing a new plant to cost nearly \$100,000, with equipment.

Priest Rapids Ice & Cold Storage Co., White Bluffs, Wash., has plans for a cold storage warehouse estimated to cost \$100,000.

Prudential Storage & Moving Co., Los Angeles, has plans for a 5-story reinforced concrete fireproof warehouse, 120 by 150 feet, at 1617 So. Vermont Avenue, to cost \$75,000.

Rapids Coaling & Transfer Co., Baltimore, has filed notice of increase of its capital to \$210,000 from \$180,000.

Republic Storage Co., Inc., New York City, has rented one of its warehouse buildings to Gough & Semke, a warehouse firm, for tea storage.

Lee Richardson, Spokane, Wash., and associates have plans for a \$30,000 1-story warehouse at 1024 No. Division Street.

Riverside Storage Co., Kansas City, Mo., has plans for a \$750,000 warehouse,

(Concluded on page 68)

## New Incorporations Within the Industry

Atlantic States Warehouse & Cold Storage Co., New York City. Cold storage warehousing. Incorporators, F. C. Taylor, R. E. Sutton and R. W. Paprocki.

Berger Storage Warehouse Corp., New York City. Storage warehousing. Capital, 100 shares of stock, no par value. Incorporators, R. Wander, R. Fichtel and E. Rubins.

Berner & Sullivan, Inc., New Britain, Conn. Transferring and trucking. Capital, \$4,000. Incorporators, Albert Sullivan of New Britain and Otto G. Berner of Plainville, Conn.

Broad Street Warehouse Corp., Utica, N. Y. Capitalization, 1500 shares preferred and 5000 shares common, both no par value. Incorporators, C. R. Coppel, E. Jurgensen and W. H. Coleman. Mr. Coleman has been vice-president, manager and operating executive of the Seneca Warehouse Co., Inc., Utica.

Charles F. Buckley, Inc., Bronx, New York City. Transferring and trucking. Capital, \$15,000. Incorporators, M. A. Buckley, P. McCulloch and P. Buckley.

Buehler Transfer Co., Denver. General transferring and trucking. Capital, \$50,000. Incorporators, Louis A. Buehler and Edwin C. Buehler.

Caddo Transfer & Warehouse Co., Caddo, La. Company to use \$10,000 of its capital in Louisiana and to establish a branch office in El Dorado, Ark. Oren Parmeter is local agent in Caddo.

Continental Packing & Warehouse Co., Chicago. General warehousing. Capital, \$25,000. Incorporators, Francis E. Baldwin, Robert E. Fisher and Maurice Weigle.

S. A. Elsifor, Inc., Ann Arbor, Mich. Transferring and trucking. Capital, \$100,000. Incorporators, Floyd D. Elsifor and S. A. Elsifor.

Giebel Storage Corp., Marion, N. Y. General warehousing. Capital, \$150,000. Incorporators, C. Adams and G. M. Stebbins. Representative, D. W. Giebel, Williamson, N. Y.

Interstate Transportation Co., Inc., Paterson, N. J. Transportation and trucking. Capital, \$100,000. Incorporators, P. J. Kerwin and Rolf A. Flach.

Interstate Warehouse Service Co., Jersey City, N. J. Capital stock authorized, \$125,000, with \$1,000 paid in by John J. Reilly, Samuel Lesser and Edna G. Murphy, incorporators.

Jamaica Bay Terminus & Warehouse Corp., Brooklyn, N. Y. Capitalization, \$20,000. Incorporators, P. F. O'Brien and M. H. Chadding.

Knowles Storage & Moving Co., Omaha. General storage and transportation. Capital, \$10,000. Incorporators, Charles Knowles, C. A. Brown and C. H. Watts.

Lawrence Warehouse Co., San Francisco, as filed articles increasing its capitalization to \$200,000 from \$50,000.

Meinke & Sons, La Porte, Ind., established in 1877 and operating a merchandise and household goods warehouse, has

(Concluded on page 68)

"... number one machine purchased some years ago is functioning today as perfectly as the new machine just delivered, and the maintenance cost has been negligible."

# THE testimony of a man whose business is to keep rugs and furniture *clean*

**H**UNDREDS of users of Arco Wand Vacuum Cleaners have found that this machine not only makes rugs and furniture absolutely clean, but does it at a surprisingly low cost.

It's good business for you to clean the rugs and upholstered furniture of your customers before they go into storage, for it not only insures you against damage from moth larvae, dirt and dust, but can also net

you a good additional profit if you will tell your customers about it.

Easily moved from place to place on its rubber-tired ball-bearing wheels, an Arco Wand Vacuum Cleaner gives you the convenience of a portable with the power and stability of a "built-in" vacuum system.

We'll be glad to send you additional information if you will clip out and mail us the coupon.

## ARCO Magic Wand TRUCK VACUUM CLEANER



*Mail the coupon and start saving money*

ARCO VACUUM CORPORATION

Division of AMERICAN RADIATOR COMPANY

40 West 40th Street, New York City

Gentlemen:—Please send your booklet giving further information on Arco Magic Wand Vacuum Cleaners.

Yours very truly,

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## New Incorporations Within the Industry

(Concluded from page 66)

partly five stories and partly one story high.

**Rocky Hill Association**, Exeter, Cal., will construct a \$30,000 1-story cold storage warehouse.

**St. Petersburg City Council**, St. Petersburg, Fla., has plans for a \$50,000 1-story waterfront warehouse, 200 by 300 feet.

**San Diego Ice & Cold Storage Co.**, San Diego, Cal., has organized the Bakersfield Ice & Cold Storage Co. to take over the cold storage warehouse of the Bakersfield Ice Co. Plans call for the expenditure of \$60,000 for enlargements and improvements. L. C. Grotthaus will be the manager.

**Security Storage Co.**, Philadelphia, has revised plans for the early construction of a \$150,000 3-story and basement warehouse, 50 by 230 feet.

**Smith Brothers Development Co.**, Crockett, Tex., is planning a \$500,000 7-story warehouse, 115 by 190 feet, at Navarre and Villita Streets, Bowens Island, San Antonio.

**South Arkansas Ice Co.**, Louana, Ark., has plans for a \$75,000 1-story cold storage warehouse and ice plant in Smackover, Ark.

**South Jersey Warehouse Co.**, Camden, N. J., is planning to build a \$250,000 5-story fireproof warehouse to contain 100,000 square feet of floor space.

**Standard Fireproof Storage Co.**, Los Angeles, is putting up a \$100,000 4-story and basement brick and cement warehouse, 78 by 114 feet, at 511 So. Fair Oaks Street, for storage of household goods and automobiles.

**State Warehouse Co.**, Oakboro, N. C., has filed plans for a \$35,000 1-story warehouse, 35 by 125 feet.

**Terminal Warehouse Co. of Miami, Inc.**, Miami, Fla., has acquired property for the erection of a 5-story warehouse to cost about \$100,000 with equipment.

**Terminal Warehouse Co.**, Philadelphia, has filed plans for an 8-story warehouse, at Delaware Avenue and Poplar Street, to cost \$300,000.

**Tuscaloosa Ice & Cold Storage Co.**, Tuscaloosa, Ala., has acquired property near Clyde Avenue in Kissimmee, Fla., and plans to erect a cold storage warehouse and ice plant.

**Union Ice & Storage Co.**, San Francisco, will make improvements and extensions, at a cost of approximately \$150,000, at its plant in Watsonville, Cal.

**Welch Storage Co.**, Peru, Ind., plans to build the part of its warehouse recently wrecked by fire. The work will cost about \$20,000.

**Wells Forwarding Co., Inc.**, Chicago, is the new name of the Wells Warehouse & Forwarding Co., Inc.

**C. W. Wilmeroth**, Wenatchee, Wash., is planning a \$100,000 cold storage warehouse, 105 by 185 feet, two stories and basement.

## Galveston Warehouse Planned

Announcement is made by George Sealy, recently elected president of the Galveston Wharf Co., Galveston, Tex., of plans to build a concrete warehouse back of Pier 10. The structure will be used for general merchandise storage as well as providing for 75,000 bales of cotton.

Mr. Sealy, who is president also of the Cotton Concentration Co., merchandise and cotton warehousemen, succeeds the late John Sealy as president of the Galveston Wharf Co.

## Here Is a Business Opportunity

**A MANUFACTURING Company** which uses public warehouses widely for the distribution of its products has written to *Distribution and Warehousing* asking for a list of merchandise warehouses which rent out office space to tenants storing goods with them.

Here may be an opportunity for a number of warehouses in various cities to open a profitable new account.

*Distribution and Warehousing* will be glad to supply the inquiring manufacturer with the names of warehouse companies which rent out office space, if the executives of those companies will send in the details.

Don't delay. The early bird catches the worm.

## Rotarians, N. B.

As chairman of the transportation committee for the convention of International Rotary to be held in Denver June 13 to 18, inclusive, Harry C. Clark, vice-president of the Weicker Transfer & Storage Co., Denver, issues an urgent bid to all public storage executives who are Rotarians to attend the convention.

## Mrs. W. H. Jackson Dies

Mrs. William H. Jackson, wife of the assistant general agent in the New York City office of the Judson Freight Forwarding Co., died of pneumonia on April 6 at the Jackson home at 56 Lake Avenue, Tuckahoe, N. Y. A baby had been born a few days previously. Mrs. Jackson is survived by her husband and seven children.

## Foster With Cincinnati Terminal

Harry Foster resigned, effective April 15, as treasurer and manager of the Baltimore & Ohio Fifth Street Warehouse Co., Cincinnati, to accept the position as sales manager with the Cincinnati Terminal Warehouse Co., operated by the National Terminals Co. He had been with the B. & O. company for about twenty years. Mr. Foster was for three years secretary of the Ohio Warehousemen's Association, resigning at the recent annual convention of that body.

## Construction, Removals, Purchases and Changes

(Concluded from page 66)

been incorporated with a capital of \$75,000. Incorporators, William C. Meinke, Edward H. Meinke and Ernest I. Hoover.

**Mermaid Moving & Trucking Corp.**, Brooklyn. Transferring and trucking. Capital, \$10,000. Incorporators, J. Miller and S. Miller.

**Morroney Moving & Storage Co.**, Philadelphia. General storage and trucking.

**National Warehouse Co.**, Baltimore. Capital, \$100,000. Incorporators, Morris Schapiro and John D. Roney.

**Port Morris Transportation Co.**, Bronx, New York City. Transportation and trucking. Capital, \$5,000. Incorporators, E. Hoffman, E. L. Myers and M. Snow.

**Prineville Warehouse Co.**, Prineville, Ore. Capitalization, \$5,000. Incorporators, W. B. Morse, Lotta Morse and G. L. Bernier.

**Providence Storage Co.**, Providence, R. I. General storage. Gustav F. Meusing heads the company.

**R. & F. Transportation Co.**, New York City. Transferring and transportation. Capital, \$50,000. Incorporators, W. Rigoulot and B. A. Rigoulot.

**Soyars Transfer Co.**, Winston-Salem, N. C. Transferring and trucking. Capital, \$50,000. Hoke S. Baggs heads the company.

**Transport Moving & Storage Co.**, Newark, N. J. Warehousing and trucking. Capital, \$100,000. Incorporators, John Harrison, Benjamin Gordon and A. Reeve.

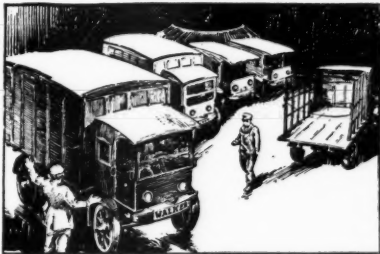
**Wakefield Storage Co.**, Wakefield, Mass. Capital, 500 shares of stock, no par value. William T. Curkey is president and treasurer.

## Gardner Poole Lectures

Gardner Poole, president of the American Warehousemen's Association and vice-president of the Quincy Market Cold Storage & Warehouse Co., Boston, has taken to the lecture field. On the evening of April 10 he was one of the speakers who addressed the Massachusetts Schoolmasters' Club at the Boston Chamber of Commerce, his subject being "The Fisheries of New England." Mr. Poole said the luscious lobster was fast disappearing from the New England coast and would soon be extinct unless oil tankers stopped discharging refuse oil in harbors and other waterways.

Contrasting the popularity of eggs and poultry with that of fish as food, Mr. Poole broke into rhyme as follows:

*A codfish lays a million eggs,  
While the helpful hen lays one.  
But the codfish does not cackle  
To inform you when she's done.  
And so we scorn the codfish.  
The helpful hen we prize.  
Which indicates, to thoughtful men,  
It pays to advertise.*



### *Facts for Delivery Superintendents*

¶ Walker Electric Trucks are made by one of the oldest, reliable and leading truck companies. When you standardize on Walkers you are insuring against operating "orphan" trucks.

¶ Walkers are a highly profitable investment. As always with a quality truck, you find many unexpected sources of profit and saving.

¶ Walkers keep the streets three hundred days a year. Weather conditions do not prevent their efficiency. They practically do away with the need of keeping up spare trucks.

¶ Walkers enable you to organize your city route delivery schedule and maintain it like clockwork.

¶ Walkers have plenty of speed and mileage for all city route requirements. They are unequalled for many-stop city routes.

¶ Walkers enable your drivers to dress and function as salesmen—a surprisingly important source of increased profits.

¶ Mechanically the Walker Electric is simple, compact, durable and satisfactory.

¶ The prestige of a business is increased by using quality Walkers.

¶ The list of Walker owners reads like a "blue book" of American business. Practically all Walker owners reorder regularly.

¶ Get the experienced testimony of Walker users and you also will become a Walker owner—because Walker fleets make possible the same economical, profitable operation outside the plant that every business is seeking to attain among its inside organization.

Walkers give the same dependable service in all weathers and temperatures the year round



## *Why Tie Up Money in Substitute Trucks?*

You can count every Walker Electric in your fleet as a "regular." Records of many fleets and many seasons show that even the oldest Walkers are on the job every day. They require practically no lay-off except for painting. An immensely important saving.

Walker Electrics will show you many unexpected opportunities to increase your profits on city route deliveries. Let us refer you to other users in your own line—the acid test!

## **WALKER VEHICLE COMPANY**

Leading Manufacturer of Electric Street Trucks

**CHICAGO**

# **WALKER ELECTRIC TRUCKS**

**LOWEST TRUCKING COST ON CITY ROUTES**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Federal Storage Co.  
Washington, D. C.  
Designed and built  
by  
Moore & Dunford, Inc.

But one of many warehouses built for the industry.



## Let years of specialized experience be your profit

*Moore & Dunford designed and built warehouses provide greatest storage space—therefore greatest profit.*

Our Engineering Staff is a specialized staff. We not only show you how to build for less money but plan your warehouse so that you obtain maximum storage space which naturally provides the greatest possible revenue.

We are able to reduce building costs through our close contact with supply sources and our familiarity with trade conditions.

Further—we supervise the construction of your building, not spasmodically, but regularly and closely from start to finish.

You are assured of the greatest possible percentage of profit from a Moore & Dunford designed and built warehouse.

We offer you a service that is unique in the field of warehouse construction.

### We Charge No Fee for Consultation and Advice

*There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.*

## MOORES & DUNFORD, Inc.

110 East 42nd Street

Years of specialization in the designing and construction of Warehouses.



New York City

A Moore & Dunford designed and built Warehouse means maximum available storage space.



# The Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



## "ANDY" SAYS:

IS business as good as it should be for you?

¶ If it is not, what are you doing to make it better? In fact, what have you done in the past year to make it better?

¶ Warehousing, like any other business, needs to be advertised to those who can use its service if it is to prosper and grow. It is seldom that a successful business man needs to be convinced that it pays to advertise—because in most cases he has built his business through advertising.

¶ It is a wise man who will take counsel with himself and check up on what he has done and the amount he has spent for advertising, when business drops off. Usually when this is done, one will find it is his own fault, and that he is suffering the natural consequences of not promoting his own business in times past.

¶ Advertising does not jerk—it pulls. And it is consistent advertising that alone pays in the end.

¶ What would you think of a man who would spend thousands on a new factory building and leave nothing for machinery, equipment and raw materials for

operating the factory? "Bad business," you would say.

¶ But is that man any different from the warehouseman who will buy, lease or erect a warehousing plant and leave nothing to spend in obtaining business to fill that plant?

¶ No matter how large or how small may be the business we engage in, it needs its advertising appropriation. It is no less important than fire insurance, be-



cause a fire is an accident and may never happen.

¶ Business you must have and is no accident.

¶ Advertising is merely business insurance.

¶ Check up on yourself—now is a good time to do it—and if your business is not all it should be, you may find you have overlooked the important duty you

owe your business—of telling your prospective customers who you are, where you are and how you can serve them.

¶ The "Shippers' Index" Section of *Distribution and Warehousing* can help you greatly in accomplishing this purpose. Close to five hundred warehousing organizations in the United States and Canada use it regularly to tell the story of their business—Does it contain yours?

¶ The truth of the adage, "It pays to advertise," was emphasized in a novel form recently by Gardner Poole, vice-president of the Quincy Market Cold Storage & Warehouse Co., Boston, president of the American Warehousemen's Association, and one of the great authorities on the fishing industry, in contrasting, before the Schoolmasters' Club, the popularity of eggs and poultry compared with fish as food. It is a rhyme, which reads:

*"A codfish lays a million eggs,  
While the helpful hen lays one.  
But the codfish does not cackle  
To inform you what she's done."*

*"And so we scorn the codfish,  
The helpful hen we prize,  
Which indicates to thoughtful minds,  
It pays to advertise."*

¶ "Nuf Sed"—Let's go—

"ANDY"

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

May 10-12	California Warehousemen's Association	Coronado
June 10-12	Canadian Storage & Transfermen's Association	Toronto
June 18-19	Texas Warehouse & Transfermen's Association	Corpus Christi
July	National Furniture Warehousemen's Association	Mackinac Island, Mich.
October	Connecticut Warehousemen's Association	(To be decided)
October	Missouri Warehousemen's Association	(To be decided)
November	Wisconsin Warehousemen's Association	(To be decided)
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Distribution Service, Inc.	(To be decided)
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.  
Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER  
AND****WAREHOUSE CO.**

**FIREPROOF and NON-FIREPROOF  
WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING**

*Prompt Service—Accurate Accounting***8 South Eighteenth Street**

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. &amp; W. A.

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer & Storage Co.**

General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in  
Addition to Wagon Equipment—Track Connections with All Railroads.

## BIRMINGHAM, ALA.

**Wittichen's  
Fireproof Warehouse**

Operated by  
Wittichen Coal & Transfer Company



Southern  
Warehousemen's  
Assn.  
Ala. Warehouse  
& Transfer  
Assn.

**POOL CAR DISTRIBUTORS—**

Hauling, Packing Household Goods and  
Merchandise.

Free switching from all Railroads.  
Warehouse and Office on Southern  
Railroad. 2329-31 First Avenue, No.

## MONTGOMERY, ALA.

**LEADING WAREHOUSEMEN**

**DISTRIBUTION—HAULING  
PACKING — STORAGE of  
HOUSEHOLD GOODS  
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR  
LARGE FLEET OF MOTOR TRUCKS

**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

## MONTGOMERY, ALA.

L. J. MOELLER, Pres.

**STORAGE—FORWARDING—DISTRIBUTING**

Warehouse on Western Railway of Alabama.  
Bonded. Sprinkler System. Low Insurance.

ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN  
**MOELLER TRANSFER & STORAGE CO.**

210-220 Coosa St. P. O. Box 552.  
PROMPT SERVICE SATISFACTION GUARANTEED

Members: { American Warehousemen's Association  
Southern Warehousemen's Association

## MONTGOMERY, ALA.

L. J. MOELLER, Pres.

**The Moeller Transfer and  
Storage Co., Inc.****ANNOUNCES**

the purchase of the business and  
properties of the Stanford Trans-  
fer and Storage Co., Inc.

Under the new arrangement the  
business will be continued under

the name of

**THE STANFORD TRANSFER  
AND STORAGE CO.****HOUSEHOLD GOODS****Moving****Storage****Transfer**

## PHOENIX, ARIZONA

**ARIZONA STORAGE and DISTRIBUTING Co.**

**MERCHANDISE and HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION**

*Lowest Insurance Rates**Trucking Service*

18 SOUTH CENTRAL  
N.F.W.A.—A.W.A.

**The Men Who Distribute****Moline Plows**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**TUCSON, ARIZONA**

**Tucson Warehouse & Transfer Co.**  
POOL CAR DISTRIBUTORS  
FIREPROOF STORAGE  
26 North Scott St. Tucson, Arizona

**FORT SMITH, ARK.**



**O.K. TRANSFER & STORAGE CO.**  
Rogers Ave. and 2nd St.  
FORT SMITH, ARK.  
Storing—Shipping—Moving  
Pool-Car Distributing a Specialty



**LITTLE ROCK, ARK.**

**Terminal Warehouse Co.**  
*Storage—Drayage—Distribution*  
85,000 Sq. Ft. Warehouse Space  
Fireproof Sprinklered  
Free Switching from All Railroads

**TEXARKANA, ARK.**

**DISTRIBUTION**  
**TEXARKANA**  
1882  
Complete Service  
**HUNTER**  
TRANSFER CO.  
ARK-TEX.  
**STORAGE**

**BERKELEY, CAL.**

**DRIVER**  
STORAGE CO.

Formerly  
**STUDENTS TRANSFER & STORAGE CO.**

Distributors of Pool Cars  
Fireproof Depositories

**SHATTUCK AVE. AT WARD ST.**

**FRESNO, CAL.**

Monterey at Van Ness Ave., Fresno, Cal.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Los Angeles, Cal.  
Oakland, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

**FRESNO, CAL.**

**Valley Van & Storage Co., Inc.**  
Private Spur  
Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

**HOLLYWOOD, CAL.**

8421 Santa Monica Blvd.  
**BEKINS**  
VAN & STORAGE CO.  
MOVING SHIPPING PACKING STORING

Our New  
Fireproof  
Depository  
Serves  
Hollywood and  
Beverly Hills

**HOLLYWOOD, CAL.**

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES  
**Hollywood Storage Company, Inc.**  
"FIREPROOF"  
Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.  
1025 N. Highland Ave., Hollywood, Calif.

**LONG BEACH, CAL.**



140 PACIFIC AVENUE Est. 1903 LONG BEACH, CALIFORNIA

**HOUSEHOLD GOODS and  
MERCHANDISE**

Removals—Packing—Forwarding—Distributing  
Warehouse Spur—Union Pacific—Southern Pacific  
and Pacific Electric

MEMBERS: { California Warehousemen's Assn.  
Pacific Coast Furniture Warehousemen's Assn.  
National Furniture Warehousemen's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington  
SAFETY SERVICE

**LONG BEACH, CAL.**

**Long Beach  
Transfer & Warehouse Co.**

Incorporated 1907

**Household Goods Our Specialty**

Removals, Storage, Packing, Forwarding and  
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.  
Pacific Coast Furniture Warehousemen's Association.

We send our check promptly on collection of your charges.

**Only Fireproof Warehouse in Long Beach  
on a Private Siding**



LOS ANGELES, CAL.

1335 So. Figueroa St., Los Angeles, Cal.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Neb.  
Hollywood, Cal.  
Sacramento, Cal.

LOS ANGELES, CAL.

**Birch-Smith Fireproof Storage  
Company**

3601-31 So. Grand Ave.

A. J. GATTER, Mgr.

We Move—Store—Pack and Ship Household  
Goods

Pool Car Distributors

Private Spur Track

Reciprocity Our Policy

Member N. F. W. A. and P. C. F. W. A.

LOS ANGELES, CAL.



**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in

**SOUTHERN CALIFORNIA and ARIZONA**  
and to

**TRANS-PACIFIC PORTS**

P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.

C. E. NICHOLSON

Res. Phone Un. 3365

**CHICAGO VAN AND STORAGE CO.**

WAREHOUSES

FIREPROOF AND NON-FIREPROOF

LOS ANGELES, CAL.

Piano Moving—Baggage Delivered—Expert Packing and Shipping  
At Reduced Rates

Office:

1701-9 South Hill St.

Westmore: 2251  
2252

LOS ANGELES, CAL.

Located in the Center of Downtown  
Business District

**COLYEAR'S**  
VAN & STORAGE CO.

Curtis C. Colyear, Prop.

MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2  
415 S. San Pedro St. Fireproof.

Warehouse No. 4  
540 S. Alameda St. Sprinkler Equipped.

Member { American Warehousemen's Association  
Nat'l Furn. Warehousemen's Association  
Pacific Coast Warehousemen's Association  
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping

Pool Car Distribution—Household Goods—Merchandise  
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

Packing, Moving, Shipping of household goods,  
distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL.

Consign to Hollywood, center of Resi-  
dential Los Angeles

**Hollywood Storage Company, Inc.**

Fireproof

Send for map showing why our location saves money on shipments to residential  
Los Angeles and Beverly Hills.

Car Distribution We have Los Angeles Terminal Rates Private Siding P. E. R. R.

1025 No. Highland Ave., Hollywood (Los Angeles) Calif.

LOS ANGELES, CAL.



**Centralized Distribution**

of

**Household Goods and Merchandise**

By consigning your shipments for Hollywood and  
Beverly Hills as well as Los Angeles direct to us you  
will save many arguments which mean dissatisfied  
customers.

A Complete Service.

**Los Angeles Warehouse Company**

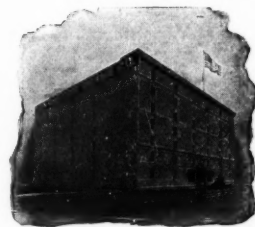
316 Commercial St.

Los Angeles, California

LOS ANGELES, CAL.

**Consign to  
LYON**

Two modern Fireproof  
Warehouses in residential  
districts — private spur  
tracks. Prompt service and  
collections.



**Lyon Fireproof Storage Co.**

1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

MARK DESTINATION

The Heart  
of The Best  
Residential  
District

**HOLLYWOOD**

and Save

Los Angeles

7 MI. HAUL



**PREMIER**

FIREPROOF STORAGE CO.

6372 SANTA MONICA BOULEVARD

HOLLYWOOD CALIF.

LOS ANGELES, CAL.

We Solicit Your Shipments and  
Pool Car Distribution

**PRUDENTIAL**  
STORAGE AND MOVING CO.

OFFICE: 941 W. 16th ST.  
THREE WAREHOUSES—PRIVATE R.R. SIDINGS  
Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL  
5TH AND KIRKHAM STREETS, OAKLAND



AL. T. GIBSON, Pres.

LOS ANGELES, CAL.

1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the  
Port of Los Angeles.  
Free and U. S. Customs Bonded Storage  
Insurance Rate 18 cents.

Storage—Forwarding—Distribution—Cartage  
Space Leased for Private Warehouse, Office and Display Desk.  
Space with Desk and Office Service Rented.  
Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.  
Steamer Space booked when requested.  
We can serve you in some capacity and would suggest that  
you complete your file by requesting the rates for our specialized  
service.

UNION TERMINAL WAREHOUSE COMPANY  
UNION TERMINAL WAREHOUSE CORPORATION  
SHATTUCK & NIMMO WAREHOUSE COMPANY  
LOS ANGELES, CALIFORNIA

SACRAMENTO, CAL.

Capital V. & S. Co. owned and operated by

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

1800 21st Street,  
Sacramento, Cal.

San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Los Angeles, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.

SACRAMENTO, CAL.

C. L. and L. C. L. Shipments

for

Delivery and Distribution

Given Personal Supervision

**ELECTRIC**

TRANSFER AND STORAGE CO.

Three Warehouses—Private Siding  
Main Office 914—8th Street

LOS ANGELES, CAL.

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Central Manufacturing District, on tracks of Los Angeles Junction Railway (a neutral belt line road connecting with all main lines at through rates), offer you complete warehouse service in modern fireproof structures at reasonable rates. Lowest insurance rates in city. Office and display desk space for lease.

Westland Distribution & Storage  
Warehouse Co.

Central Manufacturing District

Los Angeles

SAN DIEGO, CAL.



SHIP THROUGH  
National Freight  
Forwarding Co.

FOR ALL  
POINTS IN  
NEW YORK  
NEW JERSEY  
CONNECTICUT  
HAWAII

San Diego Office:  
Kettner Boulevard at B Street  
C. C. TEMPLE, Manager

LOS ANGELES, CAL.

The Most Up-to-Date Service for Los Angeles'  
Most Exclusive Residential Section.

**WILSHIRE FIREPROOF STORAGE CO.**

116 So. Western Ave. Los Angeles

Complete Facilities for  
Freight Forwarding and Distributing of  
HOUSEHOLD POSSESSIONS

Members: National Furniture Warehousemen's Assn.  
Pacific Coast Furniture Warehousemen's Assn.

OAKLAND, CAL.

22nd & San Pablo Sts., Oakland, Cal.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Los Angeles, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

SAN FRANCISCO, CAL.

13th & Mission Sts., San Francisco, Cal.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Los Angeles, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

OAKLAND, CAL.

**HOWARD TERMINAL**

Warehouses situated at Tide-water adjacent to Piers.  
Economy and advantage afforded Jobbers and Merchants.  
From Ship to Warehouse  
or  
From Warehouse to Ship without transportation charge.

First and Market Streets

Oakland, California

SAN FRANCISCO, CAL.

Consign to

**THE HASLETT WAREHOUSE CO.**

60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business  
Operating in the Logical Distribution Center of the Pacific Slope with  
Complete Warehouse and Drayage Facilities  
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary  
Member American Warehousemen's Ass'n.  
Member American Chain of Warehouses

**SAN FRANCISCO, CAL.**

NO TASK TOO GREAT

# LAWRENCE

WAREHOUSE COMPANY

NO DETAIL TOO SMALL

37 DRUMM STREET, SAN FRANCISCO



**AL T. GIBSON, Pres.**

**SAN FRANCISCO, CAL.**



**Storing and Distributing Merchandise Our Specialty**

Let us handle your San Francisco shipments.

We supply the necessary services for the handling of merchandise through a modern warehouse.

**San Francisco Warehouse Co.**  
625 Third Street

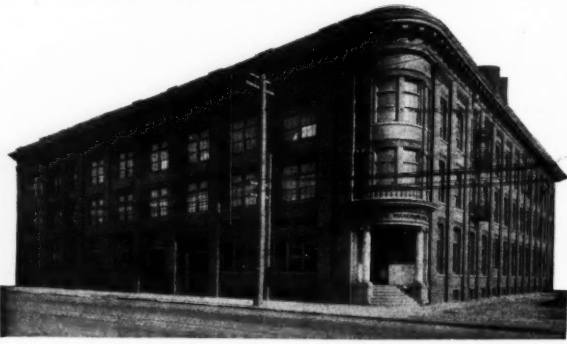
Associated With A National Group of Good Warehouses Represented By

**Distribution Service, Inc.**

CHICAGO NEW YORK 427 W. Erie St. 100 Broad St. Superior Bldg. Brooklyn 602

**SAN FRANCISCO, CAL.**

# SERVICE



Office and Main Warehouse  
**2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.**  
Cable Address "SOUTHER"  
Codes All Standard  
Private Terminal on So. Pac. Tracks  
Exclusive Facilities for Handling Automobiles, Trucks, Tractors, Etc.

In 1925 we handled 70,000 motor vehicles

**SOUTHER WAREHOUSE COMPANY**

**BOXING FOR EXPORT SHIPMENT**  
All details handled, bills of lading, clearance, etc.  
We are Specialists in this business

**MAY WE SERVE YOU?**

**SANTA MONICA, CAL.**


STORING—MOVING—PACKING—SHIPPING

**SECURITY VAN & STORAGE CO.**  
M. ZERBONI Inc. M. W. ZERBONI

*New Fireproof Storage*

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

**DENVER, COLO.**



A. H. AMICK E. W. FITCHER

**Amick Transfer & Storage Co.**  
1029 Santa Fe Drive, Denver, Colo.  
**FIREPROOF WAREHOUSE**

Pool cars distributed. Local and interurban truck service. Low insurance rates.

Household Goods Complete packing service. Reciprocity at every opportunity. Open or private storage.

**DENVER, COLO.**

**The Johnson Storage and Moving Company, Inc.**  
221 BROADWAY  
**MODERN FIREPROOF WAREHOUSE**  
DENVER, COLORADO

Member { C. T. & S. A. N. F. W. A. Household Pool Car Distributors

**DENVER, COLO.**



# WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

# DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution. 42 teams and trucks insure prompt service to customers and satisfaction to you..

**The Kennicott-Patterson Transfer Co.**  
1700 Sixteenth St. DENVER, COLORADO

**DENVER, COLO.**

F. C. Bartle, President

**The Merchants Storage & Transfer Co., Inc.**  
1556 Wazee St., Denver  
**Drayage, Storage and Distribution**

Sprinkler System Warehouse  
Free Switching from All Railroads  
Centrally Located in Shipping District  
Storage of Merchandise and Household Goods  
Household Goods Shipped to All Points at Reduced Rates  
Distribution of Pool Cars Our Specialty  
Correspondence Solicited

**GREELEY, COLO.**

**The Union Delivery Company**  
MOVING, STORAGE, PACKING and SHIPPING  
of HOUSEHOLD GOODS  
MERCHANDISE DISTRIBUTION, POOL CAR SHIPMENTS  
R.R. siding U. P. and C. & S.  
Members of THE COLORADO TRANSFER & WAREHOUSEMEN'S ASSOCIATION

The Men Who Distribute  
**U. S. Envelopes**  
Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index



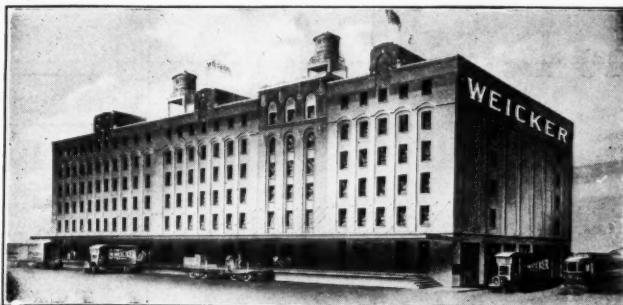
DENVER, COLO.

## When You Need SERVICE in Denver and vicinity

*we are the distribution and  
warehousing specialists who  
can serve you best.*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



### THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado



PUEBLO, COLO.

## Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

**S A G E**  
Transfer & Storage Co.

GREENWICH, CONN.

### HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF  
HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

### GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving  
Packing, Crating and Shipping of Pianos, Furniture, China

Only Fireproof Storage Warehouse in Hartford

Members { National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
Canadian Warehousemen's Association

## How to Advertise

Make your assertion bold and strong;

In form, make good your own invention.

Give margin to your little song,

And thus command the more attention.

"Pop."

## HARTFORD, CONN.

Established 1850

Incorporated 1908

# The Bill Brothers Company

## Transfer and Storage

190 Ann Street, Hartford, Conn.

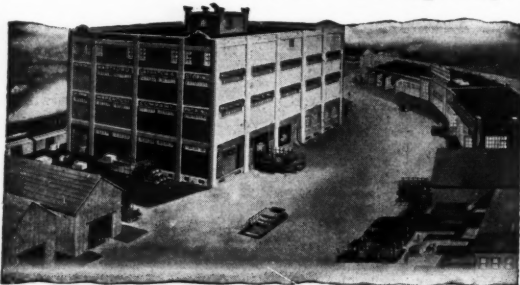
Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

### STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

## HARTFORD, CONN.

## Hartford Despatch & Warehouse Company



### FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

#### MEMBERS OF

National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
American Warehousemen's Association  
American Chain of Warehouses  
Conn. Representatives: Big Four Transfer Co.

## NEW HAVEN, CONN.

### THE SMEDLEY COMPANY

New Concrete and Steel Fireproof Warehouses  
OFFICE: 165 BREWERY ST.

General Merchandise, Distribution and Household Goods, Storage and Shipping

Long Distance Hauling and Equipment for all Heavy Duty Moving—Machinery, Etc.

## NEW LONDON, CONN.

### GARDNER STORAGE CO.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

Members: Conn. Warehousemen's Assn.

Nat. Furniture Warehousemen's Assn.

## STAMFORD, CONN.

WILLIAM H. SCHAEFER, President

### William H. Schaefer & Son, Inc.

New Fireproof Storage Warehouse  
Stamford, Conn.

Storage, Shipping of Fine Household Goods  
Serving Stamford and Northern Westchester County  
Members Connecticut Warehousemen's Association

## WATERBURY, CONN.

Est. 1859.

Member N. F. W. A.

### The Ralph N. Blakeslee Company

Storage — Furniture — Merchandise

Delivery Service to the Following Towns—

Ansonia  
Beacon Falls  
Bristol

Cheshire  
Middlebury  
Naugatuck

Seymour  
Thomaston  
Torrington

Union City  
Watertown  
Woodbury

## WATERBURY, CONN.

### Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

MEMBERS: N. F. W. A.  
Connecticut Warehousemen's Ass'n

## WASHINGTON, D. C.

### JACOBS TRANSFER CO.

STORAGE WAREHOUSES

Office—111 Florida Ave., N. E.

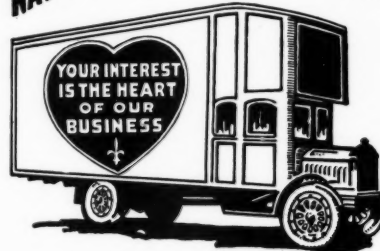
Household Goods—Storage, Packing, Shipping  
Merchandise—Storage and Distribution  
Pool Car Shipments. Heavy Hauling  
References—any bank our city

## WASHINGTON, D. C.

Specializing  
in Household  
Transportation  
and  
Fireproof  
Storage  
Packing  
and  
Shipping

Also  
MERCHANDISE  
and  
HEAVY  
HAULING

**NATIONAL TRANSFER & STORAGE CO.**  
INC.



East Avenue and Leland St.  
Washington, D. C.

WASHINGTON, D. C.

Modern  
Fireproof  
Building

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



**SMITH'S** TRANSFER & STORAGE CO., INC.  
1313 You Street, N. W.

WASHINGTON, D. C.

Union Storage and Transfer Co.

820 TWENTIETH ST., N. W.

LOCAL AND LONG DISTANCE HAULING  
PACKING—STORING—SHIPPING

Consignments of Pianos and Household Goods to Our Care Will  
Receive Prompt Attention.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture  
Warehousemen's Association

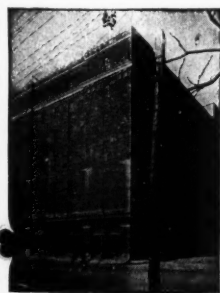
Efficient and Courteous  
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.

JACKSONVILLE, FLA.



Member National Furniture  
Warehousemen's Association

Delcher Bros. Storage Co.

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles  
for Tourists

The Men Who Distribute

Indian Motorcycles

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

JACKSONVILLE, FLA.

UNION TERMINAL  
WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low  
Insurance Rate. Sub-Post Office and branch Western Union  
Telegraph. Joint Railroad Agent. L.C.L. freight loaded  
direct for line of road.

GENERAL MERCHANDISE STORAGE  
AND FORWARDING

Special attention to handling of pool cars.

MIAMI, FLA.

The John E. Withers Transfer &  
Storage Co., Inc.

will give your shipments careful attention. Fireproof Ware-  
house. Facilities for distribution of pool cars. Moving, pack-  
ing, shipping and storing Household Goods and Automobiles.

Private Trackage

Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Cor. Jefferson and Railroad

100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,

Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association

Sprinkler Protection

Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinéz Streets

TAMPA, FLA.

UNION  
TRANSFER & STORAGE CO.  
FIREPROOF WAREHOUSE

The Men Who Distribute

Crossman Seeds

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



TAMPA, FLA.

**HOME OF LEE TERMINAL DISTRIBUTION SERVICE***Complete**Dependable**Economical*

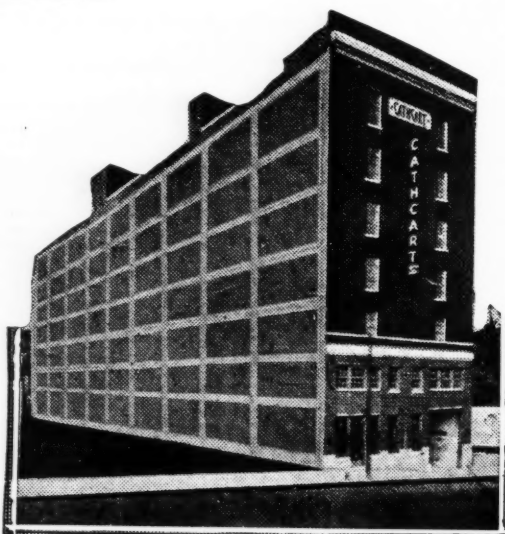
REINFORCED CONCRETE WAREHOUSE.  
FLORIDA TERMINAL OF BULL STEAMSHIP LINE  
WEEKLY SAILINGS FROM BALTIMORE

PRIVATE SIDINGS ACCESSIBLE TO ALL RAILROADS  
CONSOLIDATED TRUCK LINE FREIGHT STATION  
DAILY DELIVERIES TO OUTLYING TOWNS



**LEE TERMINAL & WAREHOUSE CORPORATION AT TAMPA**  
*The Economical Distributing Center for West Coast of Florida*

ATLANTA, GA.

**CATHCART VAN AND STORAGE CO.****HOUSEHOLD GOODS EXCLUSIVELY**

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

ATLANTA, GA.

**CAMP-DANIEL TRANSFER & STORAGE, Inc.**

16 Central Ave.

Storage, Packing, Shipping of Household Goods  
Pool Car Distribution of Merchandise

Members of N. F. W. A.

ATLANTA, GA.

W. G. SPEIR, Pres.

EST. 1917

**Fulton Transfer & Storage Co.**

MERCHANDISE STORAGE—TRANSFERRING  
MFRS.' DISTRIBUTORS—POOL CAR DISTRIBUTION  
3 Railroad Sidings

Sprinkler System

18 SO. BUTLER ST.

ATLANTA, GA.

THOS. J. MONROE, Pres.

**NATIONAL BONDED WAREHOUSE**

Capital \$150,000.00

Storage, Transfer and Distribution

ATLANTA'S LARGEST WAREHOUSE

GENERAL MERCHANDISE

HOUSEHOLD GOODS

Private railroad siding connecting all railroads—warehouses sprinklered  
and A. D. T. service—local and long distance trucking

Members N. F. W. A. and A. W. A.

The Men Who Distribute

**Premier Brand Groceries**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ATLANTA, GA.



**Storage and Distribution  
Merchandise Only**

Specializing in Pool Car Distribution

Member American Warehousemen's Association

**Security Warehouse Co.**  
Atlanta, Ga.

SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and Steamship Docks  
Members American Chain of Warehouses  
Members American Warehousemen's Association

**R. B. YOUNG, President**  
Bay Street Extension and Canal  
P. O. Box 985 Savannah, Ga.

HONOLULU, HAWAII

When Shipping Goods to  
**HONOLULU**

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

**CITY TRANSFER COMPANY**  
Cable Address:  
LOVERINO, HONOLULU

ATLANTA, GA.

**Vittur Transfer and Storage Co.**

Moves, Stores, Packs Household Goods  
Largest Vans in Atlanta

Office: 330-336 Edgewood Ave. Phone: WA1. 2581

AUGUSTA, GA.

**THE HOLLINGSWORTH WAREHOUSES**  
MERCHANDISE WAREHOUSING AND  
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.  
But Our Service as Good as the Best.

MACON, GA.

J. N. WHITE, Mgr.

**WASHBURN WAREHOUSE CO.**  
MERCHANDISE HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION  
SERVING ALL OF GEORGIA

Private Siding C of Ga. 201 POPLAR ST.

BOISE, IDAHO

**PEASLEY**  
**TRANSFER & STORAGE COMPANY**  
STORAGE, TRANSFER AND FORWARDING  
419 SO. EIGHTH STREET

BLOOMINGTON, ILL.

F. G. BRUNTON C. E. BRUNTON R. N. BRUNTON  
**BRUNTON**  
**TRANSFER & STORAGE CO.**

Since 1905

Pool Cars and Merchandise Distributors  
Household Goods stored; packing and  
crating; long distance moving a specialty.  
Local distributors for Procter & Gamble, H. J.  
Heinz Co., etc. Consign your goods in our care  
for prompt delivery.

415 N. Center St.

Phone 813

CAIRO, ILL.

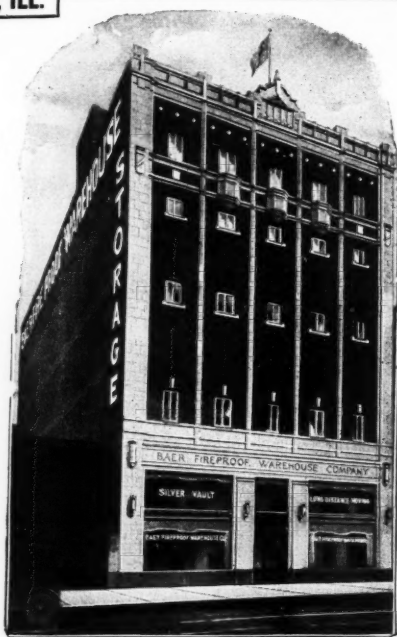
**Glynn's**  
**Transfer and Fireproof Storage Warehouse**

MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.  
The Only Storage Firm in the City Who Own Their  
Fireproof Building

The Men Who Distribute  
**Murphy Chairs**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CHICAGO, ILL.



Established 1892  
**BAER FIREPROOF WAREHOUSE CO.**  
 POOL CAR DISTRIBUTORS  
 Of Furniture and Pianos

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

## CHICAGO, ILL.

**BEKINS**

Household Shipping  
Company



Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

**CENTRAL**  
**STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating  
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination  
WHY NOT USE THE BEST FACILITIES?

## CHICAGO, ILL.

**Are You a Judge of Warehouses?**  
**Come and Look at a Good One**

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

**Currier-Lee Warehouse Co.**

427 W. Erie Street

Chicago, Illinois

Associated with Distribution Service, Inc.  
Offices in New York, Chicago and San Francisco

## CHICAGO, ILL.

ESTABLISHED 1892

**EMPIRE**  
**WAREHOUSES, INC.**

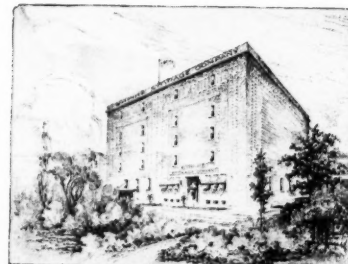
**8** FIREPROOF WAREHOUSES **8**  
 For  
 Household Goods  
 POOL CAR DISTRIBUTION  
**In the Heart of North and South Sides**

Private Sidings on Chicago Junction and Illinois Central

**For Efficient Service**  
**Ship the EMPIRE Way**

**Warehouses**

40th St. and Calumet Ave.  
4717-16 Cottage Grove Ave.  
5041-45 Lake Park Ave.  
5147-53 Cottage Grove Ave.  
1117-19 East 62nd St.  
6154-56 Wentworth Ave.  
6824-26 Stony Island Ave.  
4015-17 Broadway



General Offices: 52nd St. and Cottage Grove Ave.  
Member A-W-A, N-F-W-Assn., I-F-W-A

## CHICAGO, ILL.

**Branch Office Service**

Desk space completely equipped with fireproof storage space and motor truck service available when wanted for manufacturers or manufacturers agents.

Particularly well located for the automobile or printing trade.

**GOOLD STORAGE COMPANY**  
 Est. 1875 2219-21 Cottage Grove Ave.  
 CHICAGO



CHICAGO, ILL.

Globe Express and Van Co.  
AUTOMOBILE STORAGE  
4350-56 OGDEN AVE., CHICAGO

Cartage Contractors Furniture and Piano Movers

CHICAGO, ILL.

GRISWOLD & WALKER, Inc.

OPERATING G. & W. TERMINAL and  
SIBLEY WAREHOUSES

ROY C. GRISWOLD, Pres. S. H. VERRAL, Treas.  
WELLINGTON WALKER, Vice-Pres. H. H. SMITH, Secy.

Capital \$300,000.00

Executive Offices: 1525 Newberry Ave.  
CHICAGO

This consolidation creates the most Complete Warehousing Organization  
in Chicago and the Middle West.

MERCHANDISE STORAGE AND DISTRIBUTION  
U. S. CUSTOMS AND INTERNAL REVENUE BOND

Motor Truck Delivery. Parcel Post Distribution. Trap Car  
Reshipping. Field Warehousing. Pool Car Distribution.

CHICAGO, ILL.

HARDER'S

Fireproof Storage and Van Company

now operated by

EMPIRE WAREHOUSES, INC.

General Office—52nd and Cottage Grove Ave.  
N-F-W-A I-F-W-A A-W-A

CHICAGO, ILL.

EMPIRE

Merchandise Warehouse

(Formerly operated by Harder's Fireproof  
Storage and Van Company)

These factors assure efficient service  
On Chicago Junction Ry.

Inside House Track for Five Cars  
Trap Cars Daily.

Large Motor Truck Fleet for City Delivery

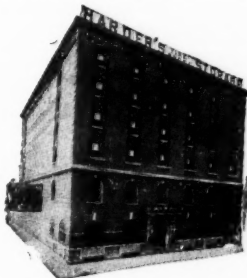
Ship the  
EMPIRE WAY

Extensive Storage

Facilities

Efficient

Organization



EMPIRE WAREHOUSES, INC.

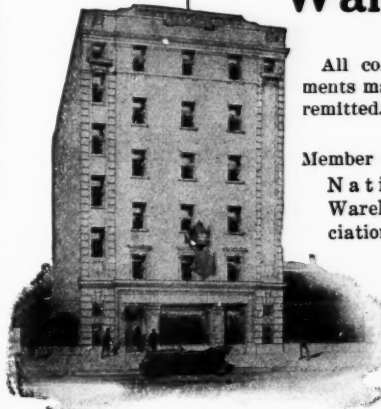
General Office:  
52nd St. and Cottage Grove Ave.

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage  
Warehouses



All collections on ship-  
ments made to us promptly  
remitted.

Member of  
National Furniture  
Warehousemen's Asso-  
ciation, Illinois, New  
York and  
Southern  
Warehouse-  
men's Asso-  
ciation.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all  
Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Englewood Office  
5711 So. Halsted St.  
Englewood 0700

Woodlawn Office  
6150 Cottage Grove Ave.  
Fairfax 7000

JOYCE BROTHERS CO.

Moving and Storage

Expert Packing and Crating  
Long Distance Hauling

Rogers Park Office  
6428 No. Clark St.  
Rogers Park 0033

Downtown Office  
31 No. State Street  
Phone Central 5800

CHICAGO, ILL.

General Merchandise Storage

Low insurance rates—Free Switching by all roads. Superior trucking  
and delivery service by our Hundred Trucks.

EDWARD LASHAM CO.

1555 South State Street

Chicago

The Men Who Distribute

Quality Brands

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CHICAGO, ILL.



**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE and DISTRIBUTING  
15th St. and Western Ave.  
Chicago, Ill.

WAREHOUSES  
NO. 1 43rd AND ROBEY STS.  
NO. 2 15th PL. AND WESTERN AVE.  
NO. 3 15th ST. AND WESTERN AVE.

No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments.

## CHICAGO, ILL.

**Soo Terminal Warehouse**

519 W. Roosevelt Road

Chicago, Illinois

*Merchandise Storage and Distribution  
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

## CHICAGO, ILL.

**North Pier Terminal Company**  
589 East Illinois St. Telephone Superior 5606

**Largest Terminal Warehouse in Chicago.**

16,000,000 cu. ft. Genl. Stg. and Leasing On North Pier Slip.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## CHICAGO, ILL.

## Chicago Jos. Stockton Transfer Co.

1020 South Canal St., near Taylor St.

**Teaming of Every Description—City De-  
livery Service and Carload Distributors**

## CHICAGO, ILL.

## Ontario Warehouse Company

### MERCHANDISE STORAGE

Ontario and Kingsbury Street, Chicago, Ill., U. S. A.  
Private track facilities, with free switching from  
all railroads entering Chicago

## CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

## Merchandise Storage

Located in the heart of the wholesale district.  
Especially convenient for the warehousing of  
spot stocks for distribution among the wholesale  
grocers.

Side track facilities with free switching from all  
railroads entering Chicago.

**Modern Building—Low Insurance Rates****Use Our Service**

Tunnel Service—Cut your cartage in half

## CHICAGO, ILL.

## CHICAGO'S BIG DOWNTOWN WAREHOUSE

**"At the Edge of the Loop"**

Stocks Carried for Out-of-Town Manufacturers; Storage-in-Transit  
Privileges; Prompt Rail Shipments Anywhere Without Cartage  
Expense; Pool Cars Distributed; Office and Warehouse Space To  
Lease.

For Modern Warehousing Service as Adapted to Your Individual  
Distributing Requirements in the Midwest Market, Consult

**WESTERN WAREHOUSING COMPANY**  
329 W. POLK ST., CHICAGO E. H. Hagel, Supt.

## DANVILLE, ILL.

## Beeler Transfer & Storage

Merchandise Pool Car Distribution.  
Furniture Storing, Packing & Ship-  
ping. Auto Truck Service. Long  
Distance Hauling. City and Inter-  
urban Delivery.

208-210 West Main St.

The Men Who Distribute

## Indian Packing Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

DANVILLE, ILL.

**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.



**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Since 1892

**HAMMAN BROS.**

**Transfer & Storage Co.**

Decatur's pool car distributors. Spot stock deliveries. Merchandise and Household Goods Storage. Private siding and free switching to the ONLY FIREPROOF WAREHOUSE in the City. Truck and Team service.

Office:—WILLIAM ST. at BROADWAY.

DECATUR, ILL.

**Ship to Meridith for Prompt Service in Decatur and Environs**

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

**F. M. MERIDITH**

**Storage and Transfer Co.**

**320-350 E. Cerro Gordo Decatur, Ill.**

DECATUR, ILL.

**Parke**  
**WAREHOUSES**

ILLINOIS

—DECATUR

**DECATUR**

Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

**PARKE WAREHOUSES**

Decatur, Illinois

**STORAGE AND DISTRIBUTION**

ELGIN, ILL.

**Elgin Storage & Transfer Co.**

A. C. MUNTZ, Pres.

H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage. Long Distance Hauling. Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 60-62 North Grove Ave.

EVANSTON, ILL.

**Evanston Transfer Co.**

**MOVING - PACKING - SHIPPING**  
**LONG DISTANCE REMOVALS**

Phone University 5112

716 MAIN STREET

MOLINE, ILL.

**Fireproof Warehouse**

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**

1205-1209 Fourth Ave.

Moline, Illinois

**Manners—(a la Bobbie Burns)**

You—Warehouseman, may be all right  
A gentleman—and a' that  
But if your *men* are not *polite*  
You'll \*'bear the gree" for a' that—  
For a' that and a' that,  
You'll do your best—and a' that  
But some there be—put to the test  
Will wink at that—for a' that.

"Pop"

\*Suffer the consequences



## PARIS, ILL.

30 Years of Constant Trying for a Better Service Has Made Ours  
the Best

**REED TRANSFER & STORAGE**  
STORAGE WAREHOUSE.  
HOUSEHOLD FURNITURE AND PIANOS.  
PACKING, CRATING AND SHIPPING.

315 N. Main Street Telephone 132 PARIS, ILLINOIS

## PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

**O'Neill Bros. Transfer & Storage Co.****Merchandise Hauling**

Carload Shipments Distributed  
Freight Handled Promptly  
Pool Car Distributing  
Merchandise and Furniture Storage

**Commercial Furniture Warehousing**

617-619-621 S. Water St. Peoria, Ill.

## ROCK ISLAND, ILL.

**Rock Island Transfer & Storage Co.**  
Merchandise Warehousing and Distribution  
Motor Truck Service

C. B. &amp; Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

## ROCKFORD, ILL.

**Carry Spot Stocks  
at Rockford—and at  
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

**Bartlett Storage Warehouse**  
Rockford, Illinois

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

## SPRINGFIELD, ILL.

**HILLIER STORAGE COMPANY**

Fireproof Warehouses

Merchandise and Pool Car Distribution—Spot Stock Delivery—Motor and Team Service.  
Household Goods Storage—Moving, Packing and Shipping.  
Private Siding C. & A. Free Switching from all Railroads when Billed in Our Care.

Office: 413 N. 4th St.

Springfield, Ill.

## SPRINGFIELD, ILL.

**Merchants Transfer & Storage Co.**

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding  
Wabash R. R., Free Switching from all railroads.  
Merchandise and Pool Cars a specialty.  
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

## FORT WAYNE, IND.

CLIFF H. BORGMANN

AUG. C. BORGMANN

**A. C. BORGMANN & SON**

TRUCKING, MOVING AND GEN. TRANSFER  
STORAGE, PACKING AND CRATING  
DISTRIBUTING

Office, 1618 S. Harrison

Stables, 333-335 S. Clinton

## FORT WAYNE, IND.

**Fort Wayne Storage Company**  
FORT WAYNE, INDIANA

*General Merchandise  
Storage and Forwarding*

## FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.  
"FIREPROOF" BUILDINGS

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding



INDIANAPOLIS, IND.

"Coburn Service for Efficiency"  
MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION



Orders enroute same day received. No trap car delays.  
Operating our own truck equipment.

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING  
STORAGE

MOVING  
FORWARDING

Members of N. F. W. A.

INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.  
Indiana Licensed Class A Warehouse  
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.  
Private R. R. Siding—Free Switching.  
Over 21 Years Continuously Serving  
Local and National Firms

INDIANAPOLIS, IND.

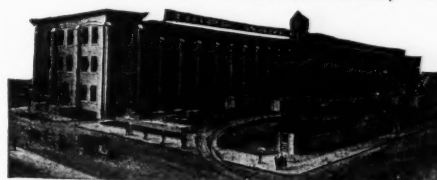
Indiana Refrigerating Company  
240 So. Pennsylvania St. Telephone Main 0403



Largest Cold Storage Plant in Indiana.  
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



Tripp Warehouse Company  
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Centrally Located in Shipping District  
Motor Truck Delivery No Trap Car Delays  
"Service That Satisfies"

LAFAYETTE, IND.

C. R. Whistler Transfer & Storage Co.

Fireproof Storage  
Cor. First and Columbia Street Lafayette, Ind.

Heavy Haulage our specialty.  
General distribution and storage of merchandise.  
Motor van for local and distance moving.  
Storage for household goods and machinery.  
Packing and shipping.  
Private siding: CCC & St. L. and Nickel Plate Lines.

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Company  
Pennsylvania & Georgia Sts. Telephone Lincoln 7511



Free Traction Trap Car Service Saves Cartage and Delay.  
3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

MARION, IND.

VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving  
Office, 314 S. Branson St. Marion, Indiana  
Furniture Packing, Storing and Shipping

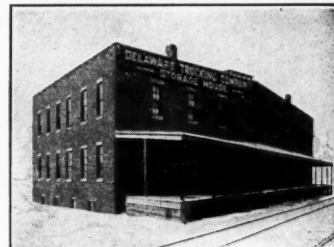
MUNCIE, IND.

H. L. OLIVER, President  
D. O. HENDERSON,  
Sec. and Treas.

Iron Safes, Machinery, Household Goods and Pianos Moved

All Kinds of Merchandise Stored and Distributed

TELEPHONE 141-142



DELAWARE TRUCKING CO., INC. Muncie, Ind.

Carload Shipments Distributed  
Pool Car Distributing Long Distance Hauling  
Motor Service Private Siding to Warehouse  
Free Switching from All Railroads

The Men Who Distribute  
United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SOUTH BEND, IND.

**WARNER WAREHOUSE CO.**  
**Merchandise Storage and Distribution**

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

## TERRE HAUTE, IND.

**Bauermeister Terminal Company**

Private R.R. Track—Capacity 21 Cars connecting with all Lines

**Merchandise Storage and Distribution a Specialty**  
**Pool Cars Solicited**

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. Members American Chain of Warehouses.

## BURLINGTON, IOWA

Solicits your shipping  
on the basis of**SERVICE**  
**PROMPTNESS**  
**EFFICIENT HANDLING**  
**EXCELLENT FACILITIES FOR**  
**DISTRIBUTION IN EVERY PHASE**Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp  
Low Insurance Rate

Pool Cars                      Storage                      Distribution

**MERCER TRANSFER & STORAGE CO.**  
Burlington, Ia.

## CEDAR RAPIDS, IOWA

**Cedar Rapids Transfer & Storage Co., Inc.****Fireproof Warehouse    Motor Truck Service**Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles  
290,000 Square Feet Storage Space

## DAVENPORT, IOWA

**Where the  
West Begins**Reliable for  
20 Years  
Saving-freight  
The  
Mississippi  
Rate BreakFireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.  
Reference—93 Nationally Known Firms Using Our Distributing and Warehouse Service.  
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

**Tropical Paint**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## DES MOINES, IOWA

**SERVICE**  
**FOR THE SHIPPER**

Our service and equipment enables us to handle your shipments to the best advantage.

Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your customer quick service.

200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Member:  
American Chain of Warehouses, Incorporated  
Eastern Representative:  
415 Greenwich Street  
New York City  
Western Representative:  
203 So. Dearborn Street  
Chicago**MERCHANTS**  
**TRANSFER & STORAGE CO.**Ninth and Mulberry Streets, Des Moines, Iowa  
Members: AWA, NFWA.



**DES MOINES, IOWA**

**YOU REACH ALL OF IOWA  
THROUGH DES MOINES**

Let us send you a map showing how easy it is to cover the State from Des Moines.  
Write us for any information you may need for distribution in IOWA.

**BLUE LINE STORAGE COMPANY**



Represented by Distribution Service, Inc.  
100 Broad St. 427 Erie St. 625 Third St.  
New York City Chicago San Francisco  
Phone GG-8100 Phone Sup-7180 Phone Satty-3461

**WATERLOO, IOWA**

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

**MARSHALLTOWN, IOWA**

**Marshalltown Fire Proof Storage Co.**  
Fire Proof Warehouse Motor Truck Service

Distributing and Warehousing all classes of merchandise,  
household goods and automobiles. Excellent railroad  
connections for pool cars and spot stocks.

**OTTUMWA, IOWA**

**DAGGETT**

**TRANSFER AND STORAGE**

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

**MEMBERS:**

Central Warehousemen's Club  
National Furniture Warehousemen's Association

**SIoux CITY, IOWA**

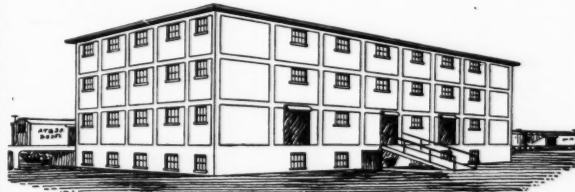
Sixth and Perry Sts., Sioux City, Iowa

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Omaha, Nebr.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

**HUTCHINSON, KANSAS**



**HUTCHINSON'S  
Only Fireproof Warehouse**

Doing a General Warehouse Business  
Storing New Merchandise Only

Private Siding A. T. & S. F.  
R.R. Free Switching from  
A. V. I., C. R. I. & P. & Mo.  
Pac. R.R.'s.  
Motor Truck Equipment for  
L. C. L. Shipments.

**Hutchinson Bonded Warehouse**

Cor. Cleveland and Second Sts.

Hutchinson

Kansas

OWNER—A. G. Barnett—MANAGER

**SIoux CITY, IOWA**

**Berthelsen Transfer and  
Storage Company**

Household Goods packed, stored and  
shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise  
Warehouse.

1509-11-13-15 East Fourth St.  
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

**KANSAS CITY, KANSAS**

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**

Packing, Moving, Storing and Shipping

738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

**PITTSBURG, KANSAS**

**Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-  
burg, Kansas City Southern, Missouri Pacific, and St. Louis  
& San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

**SIoux CITY, IOWA**

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

**ROSENTHAL**

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

The Men Who Distribute

**Dr. Miles Medicines**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

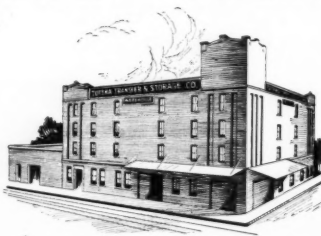
## TOPEKA, KANSAS.

O. H. White, Pres. N. F. W. A. A. W. A.  
E. F. Dean, Sec. W. F. Atoll, Treas.

### THE TOPEKA Transfer & Storage Co., Inc.

Established 1880

Three Houses for  
Merchandise and  
Household Goods



Private switch connections with the A. T. & S. F. C. R. I. & P. U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

## WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

**BROKERS OFFICE & WAREHOUSE CO.**

—Bonded—

Fireproof

143 North Rock Island Ave.



Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

## WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.  
J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing  
Storage, forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

**UNITED WAREHOUSE CO.**

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.

## WICHITA, KANSAS

## FIREPROOF WAREHOUSE

CRATING - STORING - PACKING - MOVING - SHIPPING  
of HOUSEHOLD GOODS and GENERAL MERCHANDISE  
POOL CARS DISTRIBUTED — FREE SWITCHING  
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC. K.C.M.&O.  
and MIDLAND VALLEY RAILROADS  
LOCAL AND LONG DISTANCE HAULING

**SOUTHWESTERN TRANSFER & STORAGE CO.**



## LEXINGTON, KY.

### W. R. MILWARD Furniture Storage

Packing and Shipping

159-161-163 North Broadway

KENTUCKY

ESTABLISHED 1879

## LEXINGTON, KY.

### THE UNION TRANSFER and STORAGE COMPANY, Inc. THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY

MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

## LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**

W. N. Cox, Presiden.

E. H. Bacon, Vice-President



## LOUISVILLE, KY.

"We Know How"

# OK STORAGE & TRANSFER Co.

INCORPORATED

OPERATING WAREHOUSES

MEMPHIS—LOUISVILLE—NEW ORLEANS—LITTLE ROCK

LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**

*"Louisville's Leading Movers & Packers"*

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

LOUISVILLE, KY.

**Tabb Storage Warehouse  
and  
Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

**NEWSPRINT—RAILWAY STORAGE**

**GENERAL HAULING**

NEW ORLEANS, LA.

**NEW ORLEANS**

**In the heart of the  
Commercial District**

at New Orleans we have a distrib-  
uting depot for package freight,  
operated for the particular serv-  
ice of the traffic manager by a  
specialized organization that  
will handle orders as  
promptly and efficiently  
as your own ship-  
ping depart-  
ment.

**Central  
Distributing  
Warehouses**

**Shipside  
Terminals**

**Commercial Warehouse**

The most centrally located  
warehouse in the city

**Alabo Warehouse**

The only public warehouse  
in New Orleans on the water  
front—wharf facilities for  
the largest ocean steamers

**COMMERCIAL  
WAREHOUSES**

The Men Who Distribute

**H. O. Cereal**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**



Rail and Water Con-  
nection—Private Siding  
Member  
American Chain of Ware-  
houses  
American Warehouse-  
men's Association  
National Furniture Ware-  
housemen's Association



PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

71-85 Kennebec St.

PORTLAND, MAINE

**Warehousing and Distribution Service**

Household Goods  
Moving—Storing—Packing  
Shipping  
Special heated room for Pianos  
Separate locked rooms for  
Furniture

General Merchandise  
Light and Heavy Hauling—  
Storing—Forwarding  
Pool car distribution

Modern fireproof warehouse—Reinforced concrete construction  
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed  
Warehouse Service for Foodstuffs and Non-Odoriferous  
Commodities

PORTLAND, MAINE

**Galt Block Warehouse Company**

Portland, Maine

**Storage, General Merchandise, House-  
hold Goods and Automobiles**

Private track, sprinkler equipped, low insur-  
ance rate. Storage in Transit on Flour,  
Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President

**BALTIMORE STORAGE CO.**

1710-20 Edmondson Avenue

Charles and 26th Sts.

Bruce St. and Summit Place

Member { N. Y. F. W. A.  
{ Balt. F. W. A.

Operates 3 Warehouses.

BALTIMORE, MD.

Established 1904

**Central Warehouse Company, Inc.**

517-525 W. Baltimore St.

**Merchandise Storage & Distribution**

Railroad Connections - - - Low Insurance  
Motor Truck Service



## BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.  
Est. 1896

**DAVIDSON TRANSFER  
& STORAGE CO.**
*"Baltimore's Leading Movers"*  
FURNITURE PACKED, SHIPPED OR STORED.

## BALTIMORE, MD.

**FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

Members Baltimore Furniture Warehousemen's Association,  
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

## BALTIMORE, MD.

There Is Profit and Service in

**Norman Geipe**
**Long Distance Removals**

Specializing in long distance moving, we cover the principal cities throughout the Eastern section of the United States with regularity. Our experience and facilities will solve your long distance problems.

In addition you will find our service profitable to you and satisfactory to your customers.

Loads or part loads of household goods, office equipment or merchandise to or from Baltimore, Washington, Richmond, Pittsburgh, Cleveland, Youngstown, Buffalo, Philadelphia, Trenton, New York, Albany, Bridgeport, Hartford, Springfield, New London, Providence and Boston or en route.

Utmost care used with special compartments for breakable or fragile articles. Write or phone me when you want quick service. Get particulars of how we make it profitable for you to use our service.

**J. NORMAN GEIPE**

Home Office 1202-4 Edmondson Ave.

Day and night phone and telegraph service—  
Gilmore 2132-3

New York Office—1247 E. 87th St., Brooklyn  
Call Day or Night SKIDMORE 1822

## BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE  
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

**FURNITURE STORAGE—PACKING—MOVING  
CARPET CLEANING**

Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

**Security Storage & Trust Company**
*Resources Over One Million Dollars*

15 W. North Avenue

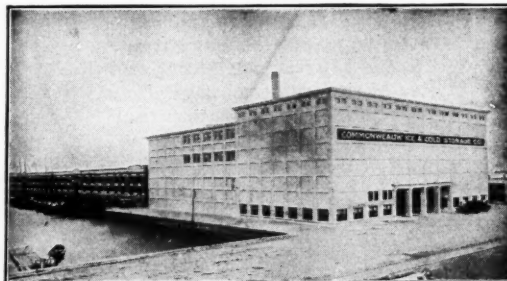
**FIREPROOF WAREHOUSES**
**MOTOR EQUIPMENT**
**EFFICIENT SERVICE**
**TO WAREHOUSEMEN**
*Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

## HAGERSTOWN, MD.

**HAGERSTOWN STORAGE & TRANSFER CO.**
**GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTION**

Penn. R.R. Siding Low Insurance Rate  
Motor Truck Service

## BOSTON, MASS.

**For Service in Boston  
It's Commonwealth**
*Where Rail Meets Sail*

Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.

General storage space for all classes of merchandise.  
Perfect local distribution facilities.

**COMMONWEALTH  
ICE AND COLD STORAGE CO.**

220 Northern Avenue, Boston, Mass.

## BOSTON, MASS.

**FORT HILL STORAGE WAREHOUSE**

415-429 Atlantic Ave.

825 Summer St.

*Located in Center of Business Section*
**GENERAL STORAGE SPACE**
**AUTOMOBILES**

**BOSTON, MASS.**

## Dorchester Fireproof Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our  
particular attention

MEMBER N. F. W. A.

690 Dudley St.

Boston

**BOSTON, MASS.**

**GIBBS EXPRESS CO. YETTEN'S STORAGE**  
ESTABLISHED 1845

**POOL CAR DISTRIBUTION**

LeBaron R. Yetten

232 State St.

The Men Who Distribute

**Jersey Cereals**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**BOSTON, MASS.**



FURNITURE AND PIANO MOVERS

## HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office

46 Bromfield St.

Boston

Dorchester Office:

587 Columbia Road

Dorchester, Mass.

Packing Department:

76 Broadway

South Boston

**BOSTON, MASS.**

## Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R.R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R.R.

Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R.R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R.R.

## General Storage Department

Main Office: 178 Atlantic Ave., Boston, Mass.

**BOSTON, MASS.**

Est. 1894

Inc. 1905

**J. L. KELSO COMPANY***General Storage Warehouses***1-7 Union Wharf Boston, Mass.****CENTRALLY LOCATED**

About equal distance to Steamship and Railroad Lines.  
Connecting all Railroads via Union Freight R. R. Co.  
No switching charge on cars consigned in our care.  
Goods received and delivered from both sides of warehouse.



Our policy: To please our customers and  
render prompt, efficient and personal service.

**Member of**

**Mass. Warehousemen's Ass'n**  
**American Warehousemen's Ass'n**

**BOSTON, MASS.****New Haven Terminal Stores**

**Northern Avenue Stores &  
Dock Corporation**

**308-316 Congress Street, Boston, Mass.**

Direct Track Connection  
New York, New Haven & Hartford Railroad

**Free and Bonded Storage of Wool  
and General Merchandise**

**Pool Car Distribution—Prompt Service**

Let us submit rates.

**WILLIAM B. HARPER**

Manager

**BOSTON, MASS.****WIGGIN TERMINALS, Inc.****50 Terminal St. Boston (29) Mass.****STORAGE**

B. & M. R. R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R. R.  
E. Street Stores  
South Boston

**BRIGHTON, MASS.****Office: 80-108 Holton St., Brighton, Mass.***General Merchandise Storage and Distributing*

**Pool Car Shipments Motor Truck Service**

**Direct Track Connection with the Boston & Albany R. R.****Centrally Located and giving High Grade Service****NORTHAMPTON, MASS.**

**Moving—Storing—Packing—Shipping**  
**GLEASON BROTHERS P. P. Gleason Prop.**

Long distance transfer by auto truck  
Building Movers—Crushed Stone, Cement and Mortar Sand  
Storage Warehouse—N. Y., N. H. & H. R. R.

Office 7 Pearl St.—Tel. 413-W  
Member National Furniture Warehousemen's Assn.  
Northampton Baggage Transfer  
Boston & Maine R. R.—N. Y., N. H. & H. R. R.  
Tel. 153

**SPRINGFIELD, MASS.**

**Storage, Forwarding, Distribution  
of Merchandise of All Kinds**

**Atlantic States Warehouse  
& Cold Storage Co.**

(Succeeding Eastern States Whse. &amp; Cold Stge. Co.)

**Six Million Cubic Feet Capacity****Cold Storage of Food Products****Household Effects Packed for Shipment**

**General Trucking. Furniture and  
Piano Moving**

*Executive Office***385 Liberty Street, Springfield, Mass.****NEW YORK OFFICE, 1 Harrison St.**

**JERSEY CITY, N. J.  
WAREHOUSE**  
Consign via  
D. L. & W. R. R.  
Cold Storage Only

**LIBERTY DIVISION**  
385 Liberty St.  
Springfield, Mass.  
Cold Storage, Merchandise,  
Household Goods

**SPRINGFIELD  
WAREHOUSE**  
Consign via  
B. & A. R. R.  
Cold Storage Only

**LOWELL, MASS.  
WAREHOUSE**  
Consign via  
B. & M. R. R.  
General Merchandise and  
Household Goods

**SPRINGFIELD, MASS.**

Daniel J. Curtis, President, Treasurer and  
General Manager

**FURNITURE and MERCHANDISE  
STORAGE and DISTRIBUTION****POOL CARS HANDLED**

Fireproof Construction. Low Insurance Rate.  
Correspondence Solicited.

**CENTRAL STORAGE WAREHOUSE, INC.****270 Liberty Street**

Members: A. W. A. and N. F. W. A.

**SPRINGFIELD, MASS.****BILL KNEELAND'S MOTOR EXPRESS  
STORAGE WAREHOUSE****FREIGHT FORWARDERS****Household Goods and General Merchandise**

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.  
**POOL CAR DISTRIBUTION**

**WORCESTER, MASS.****BOWLER  
Storage and Sales Company****81 Lafayette Street****WORCESTER, MASSACHUSETTS****Logical point of distribution for New England**

Our service assures quick deliveries, accurate records, personal interest in every transaction and bigger business in the territory we serve.

*Members of American Chain of Warehouses,  
American Warehousemen's Association.*



**WORCESTER, MASS.**

J. W. MacGregor

George A. Bowker

**GEORGE A. BOWKER, Inc.**

STORAGE WAREHOUSE

Distributors of General Merchandise

Carload and Pool Lots a Specialty

NEW BUILDING

B. & M. R.R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

**WORCESTER, MASS.**

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**

Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

**WORCESTER, MASS.**

**School Street Storage Warehouse Co.**

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment

MEMBERS A. W. A. AND N. F. W. A.

**BAY CITY, MICH.**

**The Riverside Truck & Storage Co.**

Storage Household Goods and Merchandise

Pool Car Distribution

25000 ft. Floor Space. Private Siding

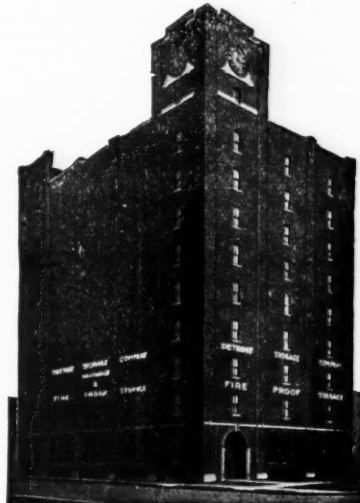
Office and Warehouse

2nd and Adams Sts., Bay City, Mich.

**DETROIT, MICH.**

**Detroit Storage Co.**

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

Member National Warehousemen's Ass'n.

**DETROIT, MICH.**

GENERAL CARTAGE  
Transfer of Baggage  
Motor Trucking



MOVING  
Local and Long Distance  
Storage and Packing

Warehouse: 213 Griswold Street  
Canadian License

**Baier Transfer & Storage Co.**

Daily Truck Service Between Detroit and Toledo  
Forwarders of Household Goods and Autos to Florida  
and Western Coast

DETROIT, MICHIGAN

MEMBERS:

National Furniture Warehousemen's Association

Michigan Furniture Warehousemen's Association

Main Office: 142 GRISWOLD STREET

Main 1496—Cherry 6424

**DETROIT, MICH.**

*Your Customers Know*

**EDGAR'S SUGAR HOUSE**

9 Merchandise Warehouses in Detroit

- |  |   |
|--|---|
| No. 1. Lafayette Ave., Cor. 12th St.,<br>M. C. & C. P. R. R.       | No. 7 Division and Dequindre, on G.<br>T. R. R.                               |
| No. 2. Alfred and Dequindre Sts.,<br>G. T. R. R.                   | No. 8 East of 8th St., River, M. C.<br>and C. P. R. R.                        |
| No. 3. Howard and 12th Sts., M. C.<br>and C. P. R. R.              | No. 9 Junction Ave., Penn. Ry., Wa-<br>bash & P. M. R. R.                     |
| No. 4. Clay and Dequindre Sts., M. C.<br>G. T. and C. P. R. R.     | No. 10 Lauderdale Ave. Junction to<br>Campbell, P. M. Wabash &<br>Union Belt. |
| No. 5. Campbell Ave. and Union Belt<br>Ry., Wabash and P. M. R. R. |   |

In addition to unequalled service, they offer you reduced insurance  
because of their fireproof construction. Negotiable warehouse receipts  
issued.

**DETROIT, MICH.**

**Detroit Railway & Harbor Terminals Company**  
Clark & West Jefferson Avenues



Combining All Facilities for Water and Railway  
Transportation.

7,000,000 cu. ft. Genl. Stg.

2,000,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

**DETROIT, MICH.**

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers

Moving

Packing

Shipping

Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

**DETROIT, MICH.**

**MERCHANTS WAREHOUSE CO.**

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

## DETROIT, MICH.

**METROPOLITAN MOVING CO.**

Moving, Storage, Packing, Shipping  
WE MOVE BY VAN WITHIN 1000 MILES  
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

## DETROIT MICH.

**MARVIN SPRAGUE STORAGE**

12620-24 Hamilton Ave.

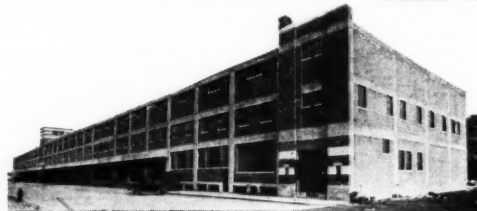
Moving, Packing, Shipping and Storage of Household Goods  
Pool Car Distribution of H.H.G.

## DETROIT, MICH.

**Michigan Terminal Warehouse Company**

Brandt Avenue and Wyoming Road.

Telephone  
Walnut 6010



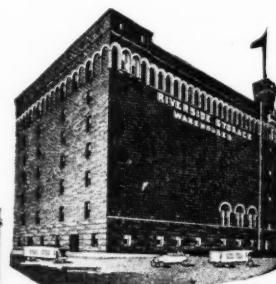
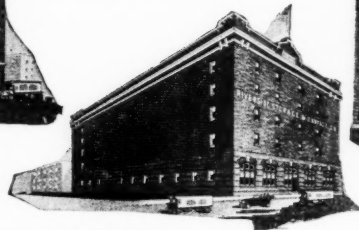
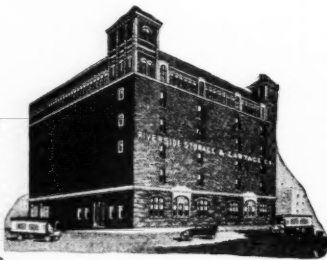
**Detroit's Industrial Warehouse.**

3,000,000 cu. ft. Genl. Stg. 14 Acres for Industrial Development.

**Operated by National Terminals Corporation.**

(See our advertisement on front inside cover page.)

## DETROIT, MICH.



## MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association

J. D. DUNN  
President & Treasurer

R. CROUL DICKINSON  
Vice-President

G. H. BREAUULT  
Secretary

## STORAGE—REMOVALS—PACKING—SHIPPING

### "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

## RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

DETROIT, MICHIGAN

## DETROIT, MICH.

**CONSIGN CRATED SHIPMENTS**

TO THE ROBINSON STORAGE COMPANY  
434 E. Willis Avenue Detroit, Michigan  
Via MC, Wabash or NYC Russell St. Dely, or GT Trombly St. Dely.

**MOVING**  
Long Distance  
**CRATING**



**STORAGE**  
A Specialty  
**SHIPPING**

# ROBINSON

## GRAND RAPIDS, MICH.

## Largest Commercial Warehouse in Western Michigan

Located within four blocks of  
all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

**COLUMBIAN STORAGE & TRANSFER CO.**  
GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

**Elston Packing & Storage Company**

Wealthy Street and Charles Avenue, Grand Rapids, Mich.  
Fireproof and Non-Fireproof Warehouses  
100,000 Square Feet  
Storage—Moving—Packing—Shipping  
M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—C. L. P. RR.—Mich.  
Elec. RR.

GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

**Kent Storage Company**

General Merchandise Cold Storage

Storage—Reforwarding—  
Distributing

Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.



**Adjust Supply to Demand**

The most economical way to market is to provide just enough merchandise to each territory to supply the demand.

Warehousing will help you do this better than any other method of distribution.

In the Michigan territory RICHARDS has available in Grand Rapids 12 warehouses, completely equipped and carefully classified for the storage of practically every known commodity.

**RICHARDS STORAGE CORP.**

Michigan, Ottawa and Ionia Aves.

Grand Rapids

Mich.

Branches at Muskegon and Kalamazoo

KALAMAZOO, MICH.

**HASTINGS TRUCK CO.**

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.

SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

SAULT STE. MARIE, MICH.

**Booth Bros. Transfer & Storage**

Local and Long Distance Hauling

Storage of Household Goods and Merchandise

Office, 621 Bingham Ave., on Terminal Track

Sault Ste. Marie, Mich.

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

**DULUTH VAN & STORAGE CO.**

18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

GRAND RAPIDS, MICH.

**Western Michigan  
Transfer & Storage Co.**

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

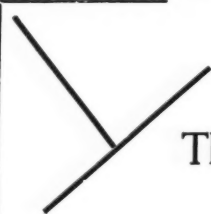
The Men Who Distribute

**Durkee's Salad Dressing**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## DULUTH, MINN.



## The Proof of The Pudding

The permanent tenants and concerns doing a nation-wide business who use our Terminal for spot stocks are agreed that for:

STORAGE      CONCENTRATING      COLD STORAGE  
DISTRIBUTION      FORWARDING      FINANCING

or

Wholesaling, Manufacturing and "Branch Office" space

## The McDOUGALL TERMINAL

offers the cheapest, most efficient method of reaching that territory in the northwestern quarter of the United States.

Let us tackle your distribution problem for the Northwest.

McDOUGALL      TERMINAL  
WAREHOUSE      COMPANY

Duluth



## MINNEAPOLIS, MINN.

# Cameron

## TRANSFER & STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
and Household Goods

Conveniently located in business district.  
Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service  
Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

## KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A.      C. W. C.      Minn. W. A.

## DULUTH, MINN.

## SECURITY STORAGE & VAN CO.

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

## POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

When you think of Minneapolis, think of

## BOYD

THE  
REASON  
WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.

Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.

Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul. Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.

Net Resources over \$475,000.00.  
Thirty-five Years' Experience.

**The Boyd Transfer & Storage Co.**  
"Specializing in the Care of Household Goods"

The Men who Distribute

## "Jello"

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.

## MINNEAPOLIS, MINN.



## Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members:      N. F. W. A.      A. W. A.      Central Club

## SKELLET COMPANY

Main Office

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

MINNEAPOLIS, MINN.

# MURPHY

Transfer & Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

Merchandise Storage and Distribution

Moving, Packing and Shipping  
Household Goods

Members A. W. A.,

Minn. W. A.

ST. PAUL, MINN.

## ST. PAUL TERMINAL WAREHOUSE COMPANY

Merchandise Storage and Distribution

ST. PAUL

ST. PAUL, MINN.

St. Paul

Minn.

## BALLARD

FIREPROOF STORAGE & TRANSFER CO.

Distributors and Handlers of  
HOUSEHOLD GOODS

JACKSON, MISS.

## RICKS

Storage & Distributing Company  
BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods  
Storage and Distributing

Modern Brick Buildings  
Private Siding I. C. R. R.  
Motor Truck Service

Members: American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

ST. PAUL, MINN.



## CENTRAL WAREHOUSE COMPANY

MERCHANDISE STORAGE and DISTRIBUTION

Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest  
At the Junction of Nine Railroads  
L. C. L. Shipping Without Carting

20 Warehouses      Forty Acres Ground

Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries  
Your Patrons in the Northwest

Desire Quick Service

Let Us Help You Give It to Them

MERCHANDISE BONDED and COLD STORAGE  
INDUSTRIAL SITES

Shipping Station  
Minnesota  
Transfer,  
Minn.



Members  
A. W. A., C. W. C.,  
M. W. A.

Represented by—  
**DISTRIBUTION SERVICE, INC.**

100 BROAD ST.  
NEW YORK CITY  
Phone B.O. 8100

427 W. ERIE ST.  
CHICAGO  
Phone Sup. 7180

625 THIRD ST.  
SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-43 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Members  
N. F. W. A., M. W. A., Can. W. H. A.  
Chamber Commerce, United States

**A-B-C Fireproof Warehouse Co.**  
Four Fireproof Warehouses

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer. Your interests are always safeguarded.

A-B-C and Kansas City are synonymous  
Think of either and you think  
of the other

ST. PAUL, MINN.

## FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS

Office, 331 Wabasha Street, Corner Fourth St.  
Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

The Men Who Distribute

## Gulf Lubricants

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## KANSAS CITY, MO.

**Adams Transfer & Storage Co.**

228-236 West 4th Street, Kansas City, Mo.

RESPONSIBLE RELIABLE REASONABLE

Located in the Heart of the Wholesale District

Merchandise Storage Low Insurance Rates

Pool Car Distribution, Freight Forwarders and  
Distributors, City Delivery Service Covering  
City Twice DailyMembers: National Chamber of Commerce—Kansas City Cham-  
ber of Commerce—American Warehousemen's Association  
Traffic Club of Kansas City—American Chain of Warehouses.

## KANSAS CITY, MO.

**"NO DRAYAGE"**Ship Your Pool Cars to Us and Save 25 to 50  
Per Cent

No drayage charges on shipments moving beyond Kansas City. All cars handled in our house, thus eliminating damage by exposure to weather incident to handling at open air docks owned by railroad companies. The only charge to the shipper is a nominal fee for handling and checking car, unless shipper assumes cost of cartage on local deliveries from car. Fireproof warehouse—reinforced concrete, 120,000 sq. feet available. Automatic Conveyor System. Free Switching, usual absorptions. Transit Rates and Privileges. Negotiable receipts issued. Universal Trap Car to all steam roads, eliminating drayage on "out of town" shipments. Real Service.

Write for rates on "Pool Cars" or Merchandise Storage.

**RADIAL WAREHOUSE COMPANY**  
KANSAS CITY, MISSOURI

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Location Plus Service Builds  
Business for You**Central Storage Co.**

45 Years of Distribution Service

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**C**ENTRAL **I**NDUSTRIAL **D**ISTRICT  
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**OVER-NIGHT SHIPPING SERVICE**

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**A R R O W**

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FOR FURNITURE

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots

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STORAGE AND TRANSFER COMPANY

31st and Highland, The heart of the residential district

RECEIVING, PACKING, SHIPPING

AND  
STORING, MOVING, DISTRIBUTION  
OF HOUSEHOLD GOODS AND MERCHANDISE

## ST. LOUIS, MO.

**Merchandise  
Storage**We beg to announce  
the opening of our  
new 2-acre ware-  
house on tracks with  
modern facilities for  
handling merchan-  
dise storage. Corre-  
spondence is invited**General Warehousing Co.**

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Every facility for  
the distribution of  
pool car mer-  
chandise, insuring  
a service only  
comparable with  
the best to be had.1900 Central St.  
Kansas City MissouriL. J. KISSICK  
PresidentJ. H. KISSICK  
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The Men Who Distribute

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and consult the Shippers' Index



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**BEN A. LANGAN**  
**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.  
ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

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ST. LOUIS CHAMBER COMMERCE

**S. N. LONG WAREHOUSE**

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ST. LOUIS, MO.

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Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

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*of St. Louis, Missouri.*

R. F. Abernathy, Resident Mgr.



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Pool Car Distributor

STORAGE—FURNITURE  
MERCHANDISE

HAULING, LIGHT & HEAVY  
TWO WAREHOUSES

Private Railroad Siding  
All Railroad Connections

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16TH & LEAVENWORTH, OMAHA, NEBR.

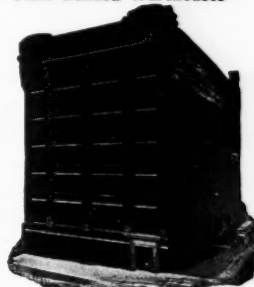
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**VAN & STORAGE CO.**

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Portland, Ore.  
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Oakland, Cal.  
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& COUNCIL BLUFFS, IOWA

State Bonded Warehouses



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Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

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"Gets There Regardless"

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Local Shipments Efficiently Handled by 17 Trucks  
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Moving Packing Shipping



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700 S. Main Street

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**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.  
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**Pluck and Business**  
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**All in One Word**

**"Advertise"**

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**OMAHA'S LARGEST  
MERCHANDISE WAREHOUSE**

offers to the Storing Public the IDEAL  
warehouse and distributing service in  
the middle west.

We have the location, facilities and  
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your warehouse problem is solved.

*The Omaha Storer*

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Office: 110 N. South Carolina Avenue  
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Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise  
Piano Moving

Phone 108

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C. S. & E. J. ZEIGLER, Proprietors

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Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

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**South Jersey Warehouse Company**

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Warehouse No. 1 1300 Pine Street

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General Merchandise Only

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Motor truck service for Philadelphia and South Jersey deliveries

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IMPLEMENTS STORAGE AND TRANSFER.

COMPLETE HOUSEHOLD GOODS SERVICE.

WE RECIPROCATE.

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Merchandise Storage and Distribution—Pool Cars, Heavy Duty  
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Established 1870

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349 Main St.

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STORING

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Household Goods

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Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods.  
Merchandise. Storage and Pool Car Distribution.  
Long distance hauling. Reference any bank our city.

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**Storage, Moving, Packing and Shipping**

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period  
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Successors to

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Owned and Operated by John O'Connor

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Regular distribution service between the Oranges, Newark  
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### GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING

HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local & Long Distance Hauling

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National F. W. H. A.

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830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.

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Storage, Packing and Shipping of Household Goods

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STORAGE, PACKING, SHIPPING of FINE  
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ORANGES

Motor Truck Service—Serving  
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PRIVATE DOCK

RAIL FACILITIES

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INCORPORATED

68-82 COMMERCIAL STREET  
NEWARK, N. J.

**NEWARK, N. J.**

*Distribution Service*

### ESSEX WAREHOUSE CO.

600 OGDEN ST., NEWARK, N. J.

A. W. A.

N. J. M. W. A.

*Merchandise Storage*

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Fine,  
Clean,  
New,  
H H G  
Vaults.  
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Location.  
Equip-  
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for  
handling  
your  
consign-  
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promptly  
and  
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### Knickerbocker Storage Warehouse Company

*Newark's Leading Warehouse*

96 to 106 Arlington Street

John Mulligan, Pres.

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MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
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Member N. F. W. A. and N. J. F. W. A.

**NEWARK, N. J.**

### JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

546-552 Central Ave.

The Men Who Distribute

### Scott's Emulsion

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



NEWARK, N. J.



# Distribution

— Solving the Problem  
at the great  
**KENNA TERMINAL**

To get the goods we manufacture from where they are made to where they are wanted, most speedily, directly and economically and with least handling—that is what we must accomplish if we are to serve humanity and industry adequately and profitably.

Enterprising financiers and great corporations have taken a hand in trying to solve this problem of distribution.

## Six Million People Within Ten Miles

In all parts of the country efforts have been and are being made to meet local conditions. Here, in the most congested area in the country—the great metropolitan district, with its 6,000,000 or more people within a radius of 10 miles, and its 17,000,000 within 100 miles—that task of distributing goods we manufacture as well as the goods from all over the world, which we use—has become most acute. Here the problem reaches its peak. And here it must be met.

New York and Newark with their port developments have helped mightily, but outstanding among the developments of the past few years is the conversion of the U. S. Army Supply Base, created during the late war because of its strategic position for storage and distribution to all ports of Eastern United States and to foreign ports as well—into a great terminal for warehousing, light manufacturing and distributing.

## Covering Eastern States

Kenna Terminal, as it is now known, affords facilities unequalled for the distribution of merchandise—not only to Manhattan, but to the entire East—not only by train and boat, but by motor truck.

All the great trunk line railroads entering the Port of New York converge in Newark. There are three break-up yards in the immediate vicinity of Port Newark, and four more within a five mile radius.

Over 85 per cent of the rail traffic entering the Port of New York passes through Newark and eventually reaches New York piers by means of lighterage.

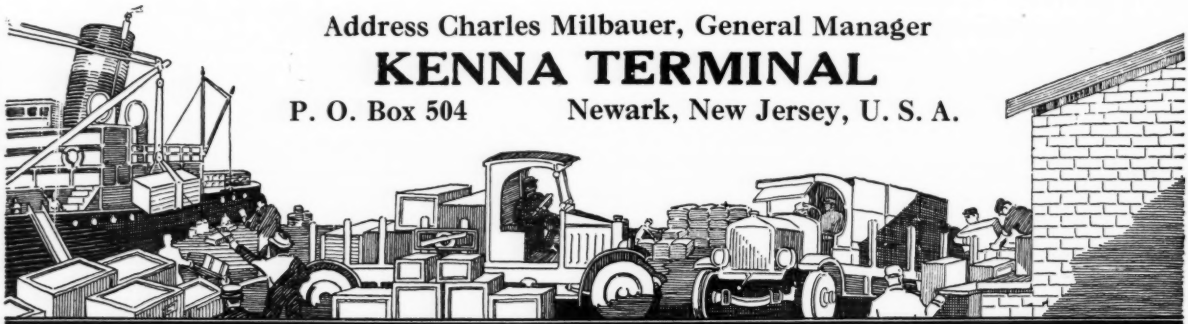
*Further Facts, Maps, Diagrams, etc., on request.*

Address Charles Milbauer, General Manager

**KENNA TERMINAL**

P. O. Box 504

Newark, New Jersey, U. S. A.



NEWARK, N. J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of  
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*Lehigh Valley Siding*

*Motor Trucks for Local and  
Long Distance Work*

Members: American Warehousemen's Ass'n



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**MODEL STORAGE WAREHOUSES**

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FIREPROOF STORAGE

EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD  
GOODS

YOU KNOW—WE KNOW HOW

Members:  
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NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

**PASSAIC  
TRANSPORTATION  
COMPANY**

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage  
and Forwarding**

Capacity, 1000 Cars

**Fireproof Brick and Concrete  
Buildings**

**Railroad Sidings**

CENTRAL RAILROAD OF N. J.

**Dock Facilities**

PASSAIC RIVER

**Warehouse Receipts Issued**

**City Deliveries.**

**Long and Short Distance Hauls**

**Low Insurance Rates on Application**

**Regular Deliveries of Merchandise between  
New York, Newark and Phila.**

TRENTON, N. J.

*"In the Heart of Industrial Trenton"*

¼ mile to either P. R.R. or Reading depots.

Storage, Distribution and Pool Car handling.

We serve the Manufacturer, Jobber, Dealer and individual with prompt and courteous attention. Best equipped Warehouse in New Jersey's Capital. Rates surprisingly low.

Service, "The kind that satisfies."

*We solicit your business*

**Anchor Warehouse Co., Trenton, N. J.**

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No. 2 Muirhead Avenue

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**Petry Express & Storage Co.**

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed.

Manufacturers' Distributors.

Members—A. W. A.—N. F. W. A.

TRENTON, N. J.

**Jefferson**

**Safety Storage Warehouse Co.**

TRENTON, N. J.

**Warehousemen and Distributors**

Central location; private siding from P. R. R.; adequate space; fully protected by sprinkler system; city and suburban deliveries.

**MAY WE SERVE YOU?**

ALBANY, N. Y.

**Albany Terminal & Security  
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

*Member of American Chain of Warehouses.*

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**THE SAFETY STORAGE CO.**

Two Modern Fireproof Warehouses for Storage of Household Goods and Merchandise

Carload Distribution

**MOVING PACKING SHIPPING**

**MOTOR TRUCK SERVICE**

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Telephone 2288 Paterson

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Established over 60 years

**TRUCKING  
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594 Broadway

Opposite Union RR. Station

**NO STORAGE**

**Best Daily Delivery Service in Albany**

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Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station  
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

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FIREPROOF WAREHOUSE

HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING

LONG DISTANCE MOVING

Also serving Saursdale, Hartsdale, Tuckahoe, Yonkers, White Plains  
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We Give the "Service" You Expect

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PACKERS AND SHIPPERS of Fine China, Bric-a-Brac, Wedding Gifts, Furniture, Pianos, etc.

STORAGE—Household Goods Stored in Separate Rooms.

HOUSEHOLD REMOVALS—Packard Autos. Local and Long Distance.

SHIPMENTS—Mark Bills of Lading—Eastern District Terminal for Delivery to any point in Brooklyn. Collections and Prompt Remittances.

Member of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
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## Swedish Separators

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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15 Years with Pioneer Warehouses

Franklin Fireproof  
Warehouses, Inc.

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Brooklyn

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Members N. F. W. A. and N. Y. F. W. A. and N. Y. S. W. A.

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Established 1890

When Shipping Your Household  
Goods

To or From Brooklyn

Have It Done Right—And Right Means By

## HARRAGAN'S

Storage Warehouses, Inc.

Storing—Packing—Moving—Shipping

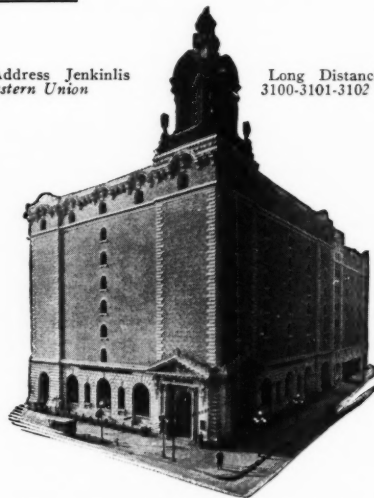
244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern District Terminal, Brooklyn

POOL CARS DISTRIBUTED

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Cable Address Jenkinlis  
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The New Addition to our Warehouses—contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Re-

movals and the lowest Fire Insurance Rate in New York City. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Absolutely Fireproof

## Long Island Storage Warehouses

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue



**BROOKLYN, N. Y.**

## McNally Bros., Inc.

Established 1888

**Storage Warehouse      Motor Van Service**

A capable and efficient organization at your service to handle your consignments of household goods.

Three modern warehouses.

Railroad siding.

Our own fleet of motor vans and trucks.

Thirty-seven years shipping and receiving.

Expert service in connection with export shipments.

Goods consigned to us will receive the attention you expect.

Consign all shipments to Bush Terminal.

**87 34th St. Bush Terminal  
Brooklyn, N. Y.**

**BROOKLYN, N. Y.**

Established 1889

## "Charley" Strang's Montauk Storage Company



187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Consign your shipments in our care for Brooklyn, Long Island and all Suburban Points.

**Storage, Moving, Packing and  
Shipping of Household Goods**

**BROOKLYN, N. Y.**

## William H. Strang Warehouses

Established 1875

**900-910 ATLANTIC AVENUE**

**1287-1295 ATLANTIC AVENUE**

**Packing, Shipping, Moving  
and Storage of Household Goods**

N. Y. F. W. A.

**BUFFALO, N. Y.**

## BUFFALO STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND  
FORWARDING

Warehouse on New York Central Tracks

**BUFFALO, N. Y.**

## COLD SPRING STORAGE CO., Inc.

JOSEPH W. POWELL, PRES.

1440 MAIN ST.

**FIREPROOF and NON-FIREPROOF WAREHOUSES**  
MEMBER A.W.A.—N.F.W.A.

**BUFFALO, N. Y.**

## Fred F. Dye Fireproof Warehouse, Inc.

1661-1669 Main St.

**OUR WAREHOUSES ALL FIREPROOF  
MOVING—PACKING—STORING—SHIPPING  
HOUSEHOLD GOODS EXCLUSIVELY**

**BUFFALO, N. Y.**

## O. J. GLENN & SON

Everything in the Line of Moving,  
Carting, Packing, Storage

**OFFICE: 204 TERRACE STREET**

**BUFFALO, N. Y.**

—AND DETROIT

## LEONARD

WAREHOUSES, INC., 93 FRONT AVE.  
STORAGE FOR HOUSEHOLD EFFECTS

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## Monarch Storage & Warehouse Co., Inc. "SERVICE"

In distribution of goods for National Merchandisers.  
286-308 Elm St., Buffalo, N. Y.

**BUFFALO, N. Y.**

## Niagara Storage Warehouse Co.

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**Fire Proof and Non-Fire Proof Warehouses  
Household Goods and Commercial  
Distribution and Auction Service  
Near Civic Center**

**If Your City Isn't  
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Put it on the shippers' map by  
inserting your card in this space.

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## WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and  
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DISTRIBUTING AND WAREHOUSING  
Best Warehouse in the Southern Tier.  
Low insurance.

Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

## JOSEPH BIMBERG SONS

Elmira, N. Y.

Reference R. G. Dun or any bank in our city.

## ELMIRA, N. Y.

## ELMIRA The Hub

New York and Pennsylvania Distribution

Erie—Lackawanna—Pennsylvania—Lehigh Valley

Pool-Car Distribution, Storage and Re-Shipping

Sprinkled-Warehouses

Low Insurance

A. C. RICE STORAGE CORP'N

607-615 Railroad Ave., Erie Siding

ELMIRA, N. Y.

Member

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Southern Tier Storage  
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Low Insurance Rate

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Household Goods. Storage of Automobiles.

Direct D. L. & W., Erie, L. V. and Penn. R. R. Siding.

Reference { Chemung Canal Trust Co.

{ Merchants Bank

Member of the New York State Warehousemen's Association  
American Warehousemen's Association

## FLUSHING, N. Y.

Tel. Flushing 1815

William J. Halleran, Pres.

Blackham Storage & Trucking Co.  
INC.

We do a general storage, moving, carting  
and packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 43-45 BROADWAY, FLUSHING, NEW YORK

The Men Who Distribute

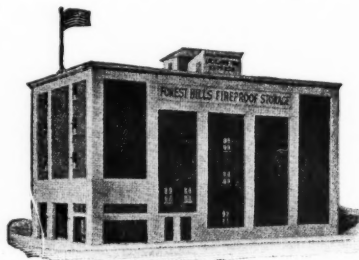
Carter Bloxonend Flooring  
Congoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FOREST HILLS, L. I., N. Y.

## Forest Hills Fireproof Storage

Austin & Herrick St.



Storage and  
Shipping of  
Household  
Goods  
Exclusively

Serving Forest  
Hills, Elmhurst,  
Kew Gardens,  
Richmond Hill,  
Jackson Heights.

Member N. F. W. A.

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Send Your Long Island Shipments

To

## Jamaica Storage Warehouse

166-07 Jamaica Ave.

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PACKING

CRATING

SHIPPING

We make specialty of crating and shipping of high grade  
furniture and objects of art

Adjacent to Largest Railroad Terminal on Long Island

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Members: N. F. W. A. N. Y. F. W. A.

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## Consolidated Trucking &amp; Storage Co.

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Packing, Crating, Shipping and Storage of  
Household Goods and Merchandise

Motor Trucks

"We Guarantee Our Work"

## NEW ROCHELLE, N. Y.

Moving, Packing Storing, Shipping

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Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale,  
Hartsdale. Send B/L to us at New Rochelle.

Member N. Y. F. W. A. and N. F. W. A.

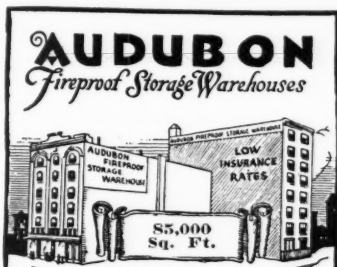
Pluck and Business  
Enterprise  
All in One Word  
"Advertise"

NEW YORK, N. Y.

CONSIGN

Your Harlem and  
Washington  
Heights Shipments  
to us.

Efficient Service  
Prompt Attention  
Motor Equipment



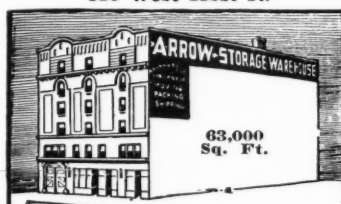
1928 Amsterdam Ave., Cor. 155th  
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Moving — Packing — Shipping — Silver Vaults

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Route to All Harlem Stations

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Van Owners' Assn., Greater New York.

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and West Side.

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FOR AUTOS

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COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping  
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Equipped  
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*Automobiles Boxed for Export*

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THOMAS REILLY, Prop.

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Household Goods  
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Member N. Y. F. W. A.  
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Send your East and West Bronx and Washington Heights  
shipments to us. Prompt service.

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WAREHOUSES**

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SHIPPING  
Household  
Goods

Convenient  
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RAILROADS  
and PIERS

Columbus Ave. and 67th St.  
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**Cuneo Storage Co., Inc.**

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MODERN  
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Centrally located we  
are equipped to handle  
your Bronx consign-  
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Specialists in Pool Cars  
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SERVICE and HIGH-  
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Hence our reputation  
in New York as being  
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Therefore, if you have  
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US, as our service will  
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305 EAST 61st STREET  
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Newest fireproof storage warehouse  
in upper Greater New York

In the center of the Bronx,  
near all freight terminals

HOUSEHOLD GOODS and POOL CAR  
DISTRIBUTION

Fleet of Motor Trucks

Collections

Quick Remittances

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Members  
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The Largest Warehouse Plant in the Bronx  
for the Storage of Household Goods,  
Merchandise and Automobiles

100,000 square feet of fireproof storage space.  
Silver vaults for valuables. Automobile Dead  
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CONSIGN your Bronx and Westchester  
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Our large motor and electric vehicle equip-  
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Your interests receive every protection;  
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Inc.

The storing, packing, moving and shipping of Household Goods and  
Art objects is attended to on a basis of quality. Dunham & Reid  
Service surrounds the shipper at all times with a greater margin  
of Safety and Security. Low insurance rates. Prompt remittances.  
Located in the heart of New York.

309-311 East 62nd Street, New York City  
Members of N. F. W. A., N. Y. F. W. A., V. O. A.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
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NEW YORK, N. Y.

## Another One of 7

Warehouses  
Stretching from  
Manhattan to New  
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40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



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*Every Form of Warehouse Service*

**LEE BROS., Inc.**

MEMBER N. F. W. A.

Gen. Offices: 101 East 125th St., New York City

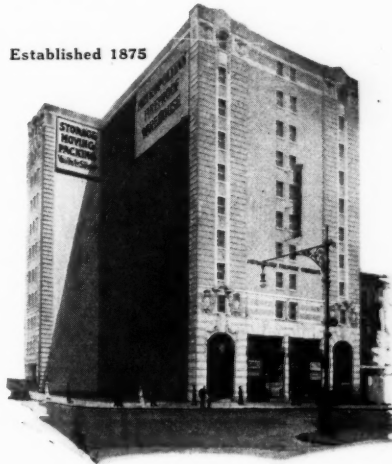
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*Where Service  
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CHAS. S. MORRIS  
Pres. and Treas.

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Sec. and Mgr.

Established 1875



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Amsterdam Ave. and 83rd St.  
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Members:

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With a reputation for over forty years of satisfying service, to an ever increasing patronage, presents to consignors of choice household effects an unexcelled service for storage, including transportation, packing or unpacking.

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C. A. Dugan, Warehouse Manager

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ARTHUR J. MORGAN  
Sole Owner



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Storage Warehouses  
and Motor Vans

MOVING STORAGE PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

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The Canadian Storage and Transfermen's Association

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**Mott Haven Storage Warehouse Co.**

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service  
Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

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**SHIP THROUGH**  
**National Freight**  
**Forwarding Co.**

FOR ALL POINTS IN  
CALIFORNIA  
WASHINGTON  
OREGON  
HAWAII

Receiving Station  
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NEW YORK CITY

New York Office: ONE BROADWAY

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"We Move in Society"

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MOVING, PACKING AND SHIPPING

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*Motor Truck Service*

DISTRIBUTING AND WAREHOUSING  
ALL CLASSES OF MERCHANDISE  
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*Private R. R. Siding      Pool-Car Service*

Members N. F. W. A.

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STATEN ISLAND } N. Y.

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Shipments to Staten Island Solicited  
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**SUNRISE STORAGE COMPANY, Inc.**

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Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

**STORAGE      MOVING      PACKING      SHIPPING**  
**OF HOUSEHOLD GOODS**

*Collections made and promptly remitted*

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A Room for Every Load of Furniture

**The Tiffany Fireproof Storage Warehouses**

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When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

**Efficient Service Our Motto**

**Packing—Shipping—Crating**

Members of  
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## NEW YORK, N. Y.

**TOOKER STORAGE &**  
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MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Automatic Fire Alarm  
Erie Railroad Siding

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## PORT CHESTER, N. Y.

**AUTO SERVICE**

Between Port Chester and New York

**FRED G. FUHR**

*General Contractor and Truckman*

Padded Vans for the Removal of Furniture and  
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Packing a Specialty      **STORAGE**

Office: 244 Columbus Ave., Port Chester, N.Y.

**Dreadful Economy**

"Never Venture, Never Win"

We All Well Know the Saying;

Our Trouble's with That Word "*Begin*"

For That of Course Means *Paying*—

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## General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results*

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Storage Moving **HOUSEHOLD GOODS** Packing Shipping  
FIREPROOF AND NON-FIREPROOF WAREHOUSES  
Main Office: Broad at Oak St.  
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**J. C. Clancy Carting Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

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Pool car distribution and forwarding.

Warehouses for merchandise and household goods

Motor vans for local and long distance moving.

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271 Hayward Ave.

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ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C.  
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**Monroe Warehouse Company, Inc.**

Established 1823

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Members N.F.W.A., A.W.A., N.Y.F.W.A.

**ROCHESTER STORAGE WAREHOUSES**

Fireproof and Non-Fireproof

Owned and Operated by

**ROCHESTER CARTING CO.**

Storage Moving Packing Shipping

ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ CO.**

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans  
for City and Long Distance Moving. Storage  
and Packing Household Goods. Warehouse  
Space. Negotiable Receipts Issued.

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740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING AND STORAGE of HOUSEHOLD  
GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



"A Good Sign of Real Service"

**DIETS STORAGE WAREHOUSE**

OFFICE: 108 WILKINSON ST.

SYRACUSE, N. Y.

**Flagg Storage Warehouse Co.**  
SYRACUSE, N. Y.

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

Mdse. Storage

Private Siding

Pool Cars Handled

## Pluck and Business Enterprise

## All in One Word

## "Advertise"



## SYRACUSE, N. Y.

**KING STORAGE WAREHOUSE, INC.**Opposite N. Y. C.  
West St. Station**COMMERCIAL and FURNITURE STORAGE**Automatic Sprinkler System Throughout Affording Our  
Customers Low Insurance Rate

Private Railroad Sidings

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 WEST WATER ST.

**MEMBERS**American Warehousemen's Association  
National Furniture Warehousemen's Association

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**Jones-Clark Trucking & Storage Co.**

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The Heart of New York State and natural distributing point, "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

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**Sereca Warehouse Co., Inc.**

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

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GENERAL STORAGE, TRUCKING AND TRANSFER

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Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

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**CARPENTER STORAGE, INC.**

29-31 Brookfield St.

Also serving  
Tarrytown  
Scarsdale  
Hartdale  
Mamaroneck  
Portchester  
LarchmontOne of the most modern and best equipped  
Storage Warehouses in Westchester.  
Household Goods Exclusively  
Low Insurance Rate  
Packing—Crating—Shipping  
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Office Telephone 815

**Dobson's Storage and Motor Vans**Packing, Crating and Shipping  
Furniture Bought and Sold

Residence Telephone 3898

222 New Main Street and 19 Morgan Street,  
Yonkers, N. Y.

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**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

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**Union Storage & Warehouse Co.****BONDED**General Merchandise Storage and  
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Cotton, etc.

Private Sidings. Members A. W. A.

## GREENSBORO, N.C.

*Consign your cars to us for  
prompt and efficient handling*

125,000 square feet floor space.

A—Insurance Rating

Private sidings.

**GREENSBORO WAREHOUSE  
AND STORAGE COMPANY**

Greensboro, N. C.

Est. 1904

**Bonded**

The Men Who Distribute

**Root Beer Supplies**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

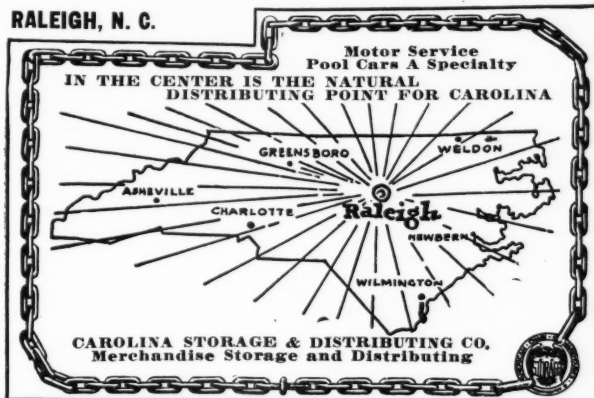
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**Rucker Bonded Warehouse Corporation**

Greensboro, North Carolina  
Storage of Merchandise—Forwarding Merchandise.  
Private Railroad Sidings. Sprinkler System.  
Low Insurance Rate.  
Pool Cars Handled Quickly.  
MEMBERS: A. W. A.

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**Beaufort County Storage Warehouse Co., Inc.**

(Bonded)

General Merchandise Storage and Distribution  
For All of North Carolina and South  
Direct A. C. L. siding. W. & V. switching arrangements with  
Norfolk & Southern

**WINSTON-SALEM, N. C.**

**LENTZ Transfer Company**

Storage Warehouses

Packing, Storing, Shipping of Household Goods  
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

**FARGO, N. D.**

**UNION TRANSFER COMPANY**

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.  
Merchandise, agricultural implements, household goods.  
Ship pool cars and spot stocks in our care. No car switch-  
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806-810 Nor. Pac. Ave.

AWA—ACW—Minn. WA

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**THE CITY VIEW  
APARTMENT and STORAGE CO.**

LARGEST FIREPROOF STORAGE CO. IN AKRON

Commercial and Household Goods

LOCATED IN THE HEART OF AKRON  
on B & O RAILWAY — FREE SWITCHING

**AKRON, OHIO**

**The W. Lee Cotter Warehouse Company**

Cor. Mill & College St.

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Household Goods, Storage,

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Moving, Packing

Motor Freight Service

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Member A.W.A.

**AKRON, OHIO**

**The KNICKERBOCKER  
WAREHOUSE and STORAGE CO.**

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

**CANTON, OHIO**

**The Canton Storage Co.**

528—4th Street, N. E.

Canton, Ohio

Draying, Storing, Shipping and  
Carting. Also Cold Storage and  
Distributing Car Loads and Less.

**CANTON, OHIO**

Our Experience and Modern Facilities Make  
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

**CINCINNATI, OHIO**

Cincinnati Terminal Warehouse Co.  
Central Ave. and Augusta St. Telephone Main 106



Largest Fireproof Warehouse in Ohio.  
7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## CINCINNATI, OHIO

**STORAGE**  
**Warehousing and Distributing**CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.**Low Insurance Rate**Railway siding.  
Prompt and efficient services.WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

## CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO

**The "Al" Naish Moving & Storage Co.**

3207-13 Madison Road, Oakley Cincinnati, Ohio

**FIREPROOF STORAGE WAREHOUSE**SERVING GREATER CINCINNATI OAKLEY, HYDE PARK  
LONG DISTANCE MOVING A SPECIALTY

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.**The Fred Pagels Storage Co.****Fireproof and Non-Fireproof**Business Established in 1867 and built up by  
**A SERVICE THAT SATISFIES**Prompt Deliveries by Motor  
Complete Transfer FacilitiesMember  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
AssociationMAIN OFFICE  
937 West 8th St.Four blocks from  
any R. R. entering  
Cincinnati.

## CINCINNATI, OHIO

**THE ZEIGLER SCHAEFER COMPANY**

(Inc'd P.D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

## CLEVELAND, OHIO

THE

**CLEVELAND STORAGE**

Incorporated 1884.

CO.

**MERCHANDISE STORAGE**

and

**DISTRIBUTION**3 Warehouses—Private Siding—C. C. C. & St. L. R. R.  
Conveniently Located in Business and Shipping District**LOW INSURANCE RATES**

Offices: 619 Guardian Bldg.

## CLEVELAND, OHIO

**Mercantile Storage and General Trucking**Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler  
System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for  
Distribution. Motor Truck Service.**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**Direct care the Gregg Cartage & Storage Co.  
Freight to and from Depots.Storage and Delivery on Request.  
Distribution of Samples, Packages and Circulars.**THE GREGG CARTAGE & STORAGE COMPANY**  
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

## CLEVELAND, OHIO

**Interstate Terminal Warehouses, Inc.**

1200 West 9th Street.

Telephone Cherry 4170

**The Only Cold Storage in Cleveland on Railroad  
Tracks.**

3,500,000 cu. ft. Genl. Stg.

1,500,000 cu. ft. Cold Stg.

**Operated by National Terminals Corporation.**  
(See our advertisement on front inside cover page.)

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-  
loads for out of town firms. Warehouse on Pennsyl-  
vania Railroad. Motor Truck and Team Service.**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

Member of American Warehousemen's Assn.,  
American Chain of Warehouses

The Men Who Distribute

**"Skat"**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

CLEVELAND, OHIO

## The Knickerbocker Storage Co.

7724 Detroit Ave., Cleveland, Ohio

**HOUSEHOLD STORAGE**

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER**  
*SERVICE*  
**TERMINAL**  
*BUILDS BETTER BUSINESS*  
MERCANTILE WAREHOUSING AND DISTRIBUTING

The Men Who Distribute  
**Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CLEVELAND, OHIO

Unusual beauty attained through the artistic use of inexpensive materials, and a service as dependable as its appearance is pleasing—that's Blue Rock Branch!



Warehouse and Grounds at Blue Rock



## The LINCOLN STORAGE Co.

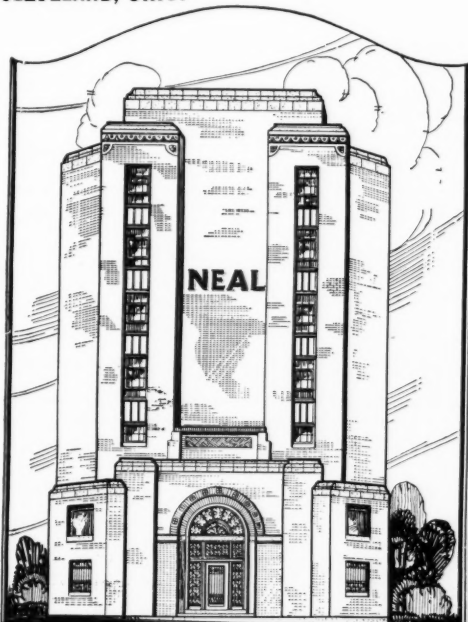
Main Office: 5700 Euclid Ave., Cleveland, O.  
Depositories at 5660-5704 Euclid Ave. and 11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.  
W. R. THOMAS, Vice-Pres.  
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—11201 Cedar Ave., on the N. Y. C. Belt Line connecting with all R. Rs. entering Cleveland. L. O. L.—Penna. Euclid Ave. Sta. adjoining our Euclid Ave. Warehouse. Other R. Rs. to Cleveland, Ohio.

Member: N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO.



# NEAL

*Offers You City Wide Service  
On Shipments into Cleveland  
Territory*

Warehouses in the main sections of the city, covering closely the West Side and Lakewood—the East Side—East Cleveland and the Heights.

Our new West Side-Lakewood Branch, with private switch, enables us to receive and handle your forwarding shipments—easily, quickly and economically. Consign your next shipment in our care. Personal attention given to every detail.



*The* **NEAL FIREPROOF CO.**  
CLEVELAND

**MOVING**

**SHIPPING**

**STORAGE**

A. W. NEAL, Pres.

W. R. KISSICK, Sec'y

C. J. NEAL, Vice-Pres. and Treas.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## CLEVELAND, OHIO

# THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



## MEMBERS

[Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.]

## E. CLEVELAND, O.

Others as Good



But None Better

See page 362 1926 Directory

## COLUMBUS, OHIO

## The W. Lee Cotter Warehouse Company

32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

## COLUMBUS, OHIO

## Consign H. H. G. to EDWARDS at Columbus

Edward's Service guarantees the ship-  
per all that he expects.PACKING STORAGE  
LOCAL and LONG DISTANCE  
MOVING

### The Edwards Transfer & Storage Company

Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

## COLUMBUS, OHIO

## Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

## TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

## Motor Truck Service

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO.

## The Merchandise Storage Company

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## COLUMBUS, OHIO

## If You Knew

How much of the money you spend in advertising and sales campaigns was a total loss because your competitor gets the business by making immediate delivery—

You would find it pays to carry a  
spot stock with us in Columbus!

General Storage and Merchandise Distributors

THE OHIO WAREHOUSE CO.

544-560 Park St. South

Columbus, Ohio

## COLUMBUS, OHIO

## The Security Storage & Power Co.

COLUMBUS, OHIO

Lowest Insurance Rate in Columbus, 21c.  
General Storage Distribution

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

### THE Lakewood Fireproof Storage Company

14401 Detroit Avenue

Lakewood-Cleveland, Ohio

Only Warehouse in Lakewood

**MANSFIELD, OHIO**

**The W. Lee Cotter Warehouse Company**  
40 W. Third St.  
*Household Goods and Merchandise Storage*  
*Fireproof Warehouse Motor Freight Service*  
Member N. F. W. A., A. W. A.

**MARION, OHIO**

**MERCHANTS  
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

**MEMBER N. F. W. A.**

**MARION, OHIO**

**PADDOCK  
Transfer & Storage Co.**

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

**STORAGE** For household goods  
and merchandise.

**MERCHANDISE  
DISTRIBUTION**

**SHIPPING & PACKING**

**MOVING**

(Locally and long distance)

**SPRINGFIELD, OHIO**

**HODGE STORAGE & CARTAGE CO.**  
Merchandise Storage and Distribution  
Pool Cars Solicited

Private Siding on Pennsylvania Railroad  
Free Switching from Other Lines Entering Springfield

Member A. W. A., O. W. A.

**SPRINGFIELD, OHIO**

**Springfield, Ohio Shipments!**

Bill Through

**WAGNER**

**Fireproof Storage and Truck Co.**

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments.  
Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus  
Daily Freight Service at Freight Rates

**TOLEDO, OHIO**

**The W. Lee Cotter Warehouse Company**  
201 Cherry St.

*Merchandise Storage and Distribution*

*Excellent Service*

Member A. W. A.

**TOLEDO, OHIO**



**"SHIP TO TOLEDO AND  
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

**DEPENTHAL TRUCK & STORAGE CO.**

Main Office, 108 Summit Street, Toledo, Ohio

**TOLEDO, OHIO**

**THE GENERAL  
FIREPROOF STORAGE CO.**

651-655 STATE STREET

*Household Goods Exclusively*

Member—The National Furniture Warehousemen's Ass'n

**TOLEDO, OHIO**

**HOUSEHOLD GOODS EXCLUSIVELY**  
Established 1894

**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS

**STORAGE**

MEMBER N. F. W. A. Toledo, Ohio

**TOLEDO, OHIO**

**Let "RATHBUN" Do It**  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and  
Merchandise*

Members Nat'l F. W. Assn.

## TOLEDO, OHIO

**Yount's Cartage & Storage Co.**

615 Monroe St. Toledo, Ohio  
Moving, Packing, Crating and Storage.  
Pool Car Distribution.  
Send Us Your Next Shipment.  
We Believe in Reciprocity.  
Established 1890.



## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO**

EST. 1887

**CRATING — PACKING — MOVING**  
**STORAGE**  
YOUNGSTOWN, OHIO

## CHICKASHA, OKLA.

**Rock Island Transfer & Storage Co.**

*Merchandise Pool Cars Distributed*  
Logical Distributing Point of the South West Territory  
Chickasha, Okla.

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

**2—Fireproof Warehouses**  
Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping  
Distribution Service  
West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

## PORTLAND, ORE.

16th &amp; Sandy Blvd., Portland, Ore.

**BEKINS**  
**VAN & STORAGE CO.**

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Tacoma, Wash.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## PORTLAND, ORE.

**Oregon Transfer Company**

Established in 1848

474 Glisan Street Portland, Oregon

U. S. Bonded and Public Warehouses

**Storage, Distribution and Forwarding**  
**Specialists**

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

## ALLENTOWN, PA.

**Diehl Storage Warehouse Co.**

Established 1868

Investment \$200,000.00

Local and Long Distance Hauling  
**PACKING - CRATING - SHIPPING**  
**COMMERCIAL STORAGE** 226 - 230 N. 8th Street  
**HOUSEHOLD** ALLENTOWN, PA.  
**AUTOMOBILE** 400 Rooms Under Lock Bell 2653

## ALLENTOWN, PA.

**C. A. Dorney Storage Warehouse Co.**

Warehouse—Race &amp; Linden Sts. Office—612 Hamilton St.

**General Storage**  
Household Goods Merchandise  
Distribution Forwarding  
Direct switch connection Lehigh Valley R. R.  
Automatic Sprinkler System

## BETHLEHEM, PA.

## ALLENTOWN, PA.

**F. G. LAZARUS**  
**20th Century Storage**

Moving, Storing, Packing, Crating, Shipping  
of Household Goods and Merchandise  
Direct R. R. Siding Lehigh Valley.

## BETHLEHEM, PA.

**L. and N. E. Terminal Warehouse Co.**

**SPACE FOR ALL KINDS OF GOODS**  
**COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS**  
**CENTRALLY LOCATED TO SERVE**  
**ALLENTOWN—BETHLEHEM—EASTON**  
**AND ADJACENT TERRITORY**  
(P. O. Bethlehem)

## CHESTER, PA.

**Headley's**  
**Express & Storage Co., Inc.**

**General Storage**  
Merchandise and Household Goods  
Moving, Packing and Shipping

## ERIE, PA.

**Erie Warehouse Company**

MERCHANDISE STORAGE DISTRIBUTION

"A complete and efficient service"

PRIVATE TRUCKAGE MOTOR TRUCK FLEET

ERIE, PA.

**ERIE  
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

JOHNSTOWN, PA.



**I. D. REPLOGLE STORAGE CO.**  
438 HORNER STREET

**Household Goods and  
Merchandise Storage**

Pool Car Distribution. Private Siding B. & O. Free  
Switching for Carload Shipments When B. & O.  
Delivery Is Specified. L. C. L. Shipments  
B. & O. or P. R. R. Stations. Complete  
Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

ERIE, PA.

**UNION STORAGE CO. of ERIE**  
FIFTEENTH AND GERMAN STS., ERIE, PA.



**General Storage  
Cold Storage  
Distributing  
Space for Leasing  
Private Offices**

Private Tracks on Main  
Line of New York  
Central Railroad

Insurance Rate on Con-  
tents 17 cts. per \$100.00  
per Year

Only Fireproof Ware-  
house in Erie

**G. E. DENMARK**  
Plant Manager

HARRISBURG, PA.

**MONTGOMERY & CO.**  
STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

LANCASTER, PA.

**S. S. BERTZ & CO., 226 West Lemon Street**  
STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

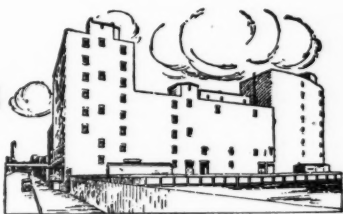
Local and Long Distance Hauling—Direct Railroad Siding—Both  
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

HARRISBURG, PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings.

HARRISBURG, PA.

LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution

Local and Long Distance Moving

Railroad Sidings

The Men Who Distribute

**Konstructo Toys**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## NEW CASTLE, PA.

S. C. MOORE, *Proprietor***Keystone Delivery Transfer & Storage**  
Packing, Crating, Storage and Shipping  
of Household GoodsMerchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.  
*Members N. F. W. A.      Members Penna. Whse. Assoc.*

## OIL CITY, PA.

**CARNAHAN**  
Transfer and StorageThe most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.  
Forwarding agents. *Members N. F. W. A.*

## PHILADELPHIA, PA.

**ATLAS STORAGE WAREHOUSE COMPANY**

Market and 37th Sts.

Walter E. Sweeting, *President*  
Chas. G. Wightman, *Vice-President*  
George A. Emig, *Secretary-Treasurer*  
*Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.*

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

*Large fleet of Packard motor vans.*

## PHILADELPHIA, PA.

**MILLER NORTH BROAD STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA*Members: N. F. W. A. and A. W. A.**Don't fight shy of Advertising—  
Tackle it!—new "ads" devising.  
Keep your Business in the Light,  
Boost by day and sleep at night.  
"Pop."*

## PHILADELPHIA, PA.

9 Warehouses      27 Acres of Floor Space      Sea and Rail  
Trackage Facilities for 48 Cars      Reading R. R.      Penn. R. R.

LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**  
Delaware Ave. and Fairmount*Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.*REPRESENTED BY  
DISTRIBUTION SERVICE, INC.100 BROAD ST., NEW YORK CITY  
Phone B.G. 8100427 W. WAB ST., CHICAGO  
Phone Sup. 7180624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3461*An Association of Good Warehouses Located at Strategic Distribution Centers*

PHILADELPHIA, PA.

# Philadelphia LOCAL BUSINESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

Where  
Efficiency  
Is the Rule

We know how much promptness is appreciated in warehousing.

Therefore, we observe promptness in executing every obligation placed upon us by our customers.

Correspondence, settlement of accounts, reports, etc., are all handled with a speed that saves time for the client.

If you want Service try HAUGH & KEENAN.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.).

Established 1889

HAUGH & KEENAN  
STORAGE & TRANSFER CO.  
CENTRE AND EUCLID AVENUES



PITTSBURGH, PA.

IN  
PITTSBURGH  
IT'S  
**BLANCK'S**  
TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

**MURDOCH**  
STORAGE & TRANSFER COMPANY  
General Office and Warehouses  
546 Neville Street, Pittsburgh, Pa.  
Branch Warehouse, Wilkensburg, Pa.

PITTSBURGH, PA.

Established 1904

## PENNSYLVANIA Transfer & Storage Co.

MERCHANDISE

WAREHOUSING AND  
DISTRIBUTION

Our Own Fleet of Motor Trucks for City  
and Suburban Deliveries

Negotiable Warehouse Receipts Issued  
Reasonable Rates

Stocks Carried, Records and Reports  
made to Out of Town Concerns

**POOL CAR DISTRIBUTORS**

Our Facilities for Receiving and Distributing  
Freight are unsurpassed

Office and Warehouses

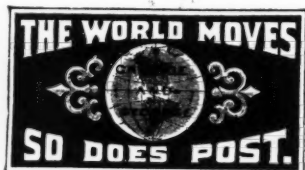
Twenty-Fifth St. and A. V. R. R.  
PITTSBURGH, PA.

READING, PA.

**Columbian Warehouse Company**  
Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

## SCRANTON, PA.

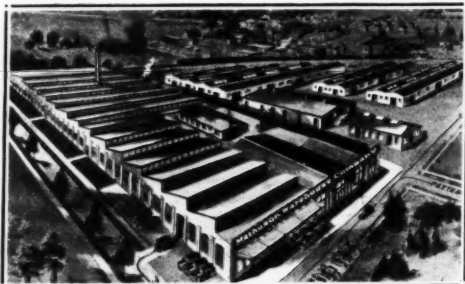
Members N. F. W. A.—P. F. W. A.

**R. F. POST**Motor  
TrucksHousehold  
GoodsMerchandise  
StoragePool Car  
Distribution**DRAYMAN AND STORAGE WAREHOUSE**  
Lackawanna R.R. Siding Direct

## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best" (Rotary)**The Quackenbush Warehouse Co.**Incorporated  
Storing, Packing, Carting.  
Shipping. R.R. Siding. Manufacturers' Distributors.  
Correspondence Solicited  
Members A. W. A. and A. C. W.  
Storage in transit privilege accorded.

## WILKES-BARRE, PA.



☐ On Lehigh Valley R. R.  
☐ Private Siding, 15 Car  
Capacity. ☐ Over Four  
Acres Floor Space. ☐ All  
Ground Floor. ☐ Member  
P.F.W.A.

Centrally located in popu-  
lous area; 300,000 within  
10 miles; 1,400,000 within  
50 miles.

**Matheson Warehouse Co.**

## WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING COMPANY**Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consign-  
ments.

Offices: 150-156 E. Northampton Street

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**The Williamsport Storage Co., Inc.**

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

Members A. W. A. and P. W. A.

Correspondence Solicited.

## PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill &amp; Federal Streets,

Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**JONES WHSE., INC.**

Fireproof Storage

Experts in Handling Household Goods

Office, 59 Central St., Providence, R. I.

Storage, Packing, Moving, Shipping

## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**Storage Cotton and General Merchandise, Pool Car  
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**Merchandise Storage and  
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space  
Private Tracks Connecting with All Railroad and Steamship Lines  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

**Carey Transfer & Storage Co., Inc.**Storage, Packing, Shipping of  
Household Goods

and

General Merchandise—Pool Car Shipments

Distributed Correspondence Solicited.

Members: So. W. A.

**ABERDEEN, S. D.**

*Where the West Was*

**ABERDEEN STORAGE COMPANY**

Storage and Distribution of Merchandise and  
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage

Trucks and Teams

**SIoux FALLS, S. D.**

**STRAHON TRANSFER  
& STORAGE CO.**

General Warehousing  
Distribution Private Trackage

Pool Cars a Specialty  
Bonded Warehouse

35,000 sq. ft.  
Motor Truck and Team Service



**CHATTANOOGA, TENN.**

**The Hub of the South  
for**

**Break Bulk Shipments**

**CHATTANOOGA TRANSFER  
& STORAGE CO.**

**CHATTANOOGA, TENN.**

**CHATTANOOGA**

**Warehouse and Cold Storage Company**  
Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

**GENERAL MERCHANDISE AND HOUSEHOLD  
GOODS PACKING AND SHIPPING**

Special Attention Given to Pool Car Distribution.

**CHATTANOOGA, TENN.**

**CRABTREE**

**TRANSFER & STORAGE COMPANY, Inc.**

Distributors and forwarders of pool cars

**MOVING, PACKING, STORAGE**

Sprinkler system warehouse. Lowest insurance rates.

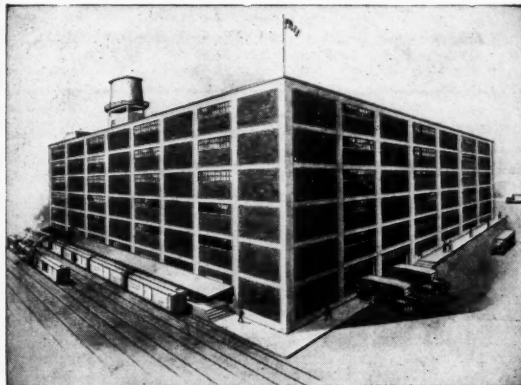
The Men Who Distribute

**Ritter Dental Supplies**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**KNOXVILLE, TENN.**

D. R. BENEDICT, Manager



**Knoxville Fireproof Storage Company**  
201-211 Randolph St.

Knoxville, Tennessee

**Only Fireproof Warehouse in Knoxville**

135,000 square feet on

Southern Railway tracks.

Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00

per annum.

Pool Cars distributed.

Household goods shipments  
solicited. Prompt remittances  
made.

MEMBERS

American Warehousemen's Ass'n

National Furniture Warehousemen's Ass'n

**PROMPT AND EFFICIENT SERVICE**

**MEMPHIS, TENN.**

J. M. Walker, Pres.

J. L. Butler, Mgr.



**STORAGE &  
TRANSFER Co.**

INCORPORATED

Member

N. F. W. A.

So. W. A.

FIREPROOF STORAGE

Household Goods

161 Jefferson Street

Operating

WAREHOUSES

Memphis

New Orleans

Louisville

Little Rock

**MEMPHIS, TENN.**

**Patterson Transfer Company**

Established 1856. Sprinkler System.

Lowest Insurance Rate in the City.

**Merchandise Storage and Distribution.**

Pool Cars Distributed.

**MEMPHIS, TENN.**

Pres. J. H. POSTON Vice-Pres. S. M. POSTON  
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

**CAPACITY 1000 CARS**

Free Delivery from All Railroads on Car Lots

Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

**DISTRIBUTION A SPECIALTY**  
**MEMPHIS, TENN.**



MEMPHIS, TENN.

**MEMPHIS and TRI-STATES TENNESSEE SERVICE**  
Distributing Point for Tennessee, Texas, Oklahoma, Mississippi,  
Louisiana, Alabama, Arkansas  
*Carload Lots and Pool Cars Our Specialty*  
67000 Square Feet Floor Space  
**Tennessee Terminal Warehouses, Inc.**  
613 to 645 So. Front St., Memphis, Tenn.  
Established 1921 P. O. Box 2056 Skelton Driver, Manager

NASHVILLE, TENN.



BOND

Merchandise  
and  
Household  
Goods  
Warehouses

Reliable Service Up-to-Date Facilities

**E. M. Bond Fireproof Storage Co.**

1609 Broadway 821 Ewing Ave.

Members of American Warehousemen's Association, National  
Furniture Warehousemen's Association, Southern Warehouse-  
men's Association and American Chain of Warehouses.

NASHVILLE, TENN.

**Nashville Warehouse & Elevator Corp.**  
*General Storage and Distribution*

Warehouse, 152,000 Sq. Ft. Grain Storage and Elevator  
Automatic Sprinkler Licensed and Bonded Cap. 1,000,000 Bushels

NASHVILLE, TENN.

**The PRICE-BASS CO.**

Office: 216—10th Ave., No.  
Warehouse: 194-204 Hermitage Ave.  
Over 100,000 Sq. Ft. on Tennessee Central Railway  
Tracks.  
Equipped with Automatic Sprinkler.  
Lowest Insurance Rate on General Storage in Nash-  
ville.  
Free Switching.  
Distribution of Warehouse Stock and Pool Cars.

BEAUMONT, TEXAS

Private Sidings.  
Lowest  
Insurance Rates.  
Local and Interurban  
Truck Service.



EL PASO, TEXAS

**R. L. Daniel Storage Co.**  
Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of  
household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

FORT WORTH, TEXAS

**In Fort Worth  
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square  
feet of floor space; with our private side and free  
switching to Fort Worth's eleven Trunk Line Rail-  
roads—in Fort Worth, Binyon-O'Keefe is best pre-  
pared to serve you.



**BINYON-O'KEEFE**  
*Fireproof Storage Co.*  
Fort Worth

Associated with Distribution Service, Inc.



GALVESTON, TEXAS

**Universal Terminal Warehouse Company**  
Fire-proof storage—Sprinklered Warehouses

Galveston, Texas Houston, Texas  
New York Office:  
40 Rector Street

GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF  
WAREHOUSES**

Pool Car Distributors

Forwarders

HARLINGEN, TEXAS

**JONES TRANSFER & STORAGE CO.**

Harlingen, Texas

Serves the Entire Rio Grande Valley

DISTRIBUTING  
STORING  
MOVING  
CRATING  
SHIPPING

PROMPT

CAREFUL

RESPONSIBLE

HOUSTON, TEXAS

**ABC Storage and  
Moving Co., Inc.**

IDEAL FOR

{Distributing of  
Merchandise and  
Household Goods.

Reasonable

Reliable

Responsible

Houston, Texas

Edw. Thos. Keough, Pres  
Mgr.

HOUSTON, TEXAS

**Universal Terminal Warehouse Company**  
Fireproof storage—Sprinklered Warehouses

Houston, Texas Galveston, Texas  
New York Office: 40 Rector Street

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN  
FIREPROOF BONDED WAREHOUSES

*Facilities for handling all kinds of Mer-  
chandise with accuracy and promptness.*

**NATIONAL** Warehouse and  
Distributing Co.

KOPPEL AND WASCHER, Propr's  
P. O. Box 1754 Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick con-  
struction. Sprinkler system assures you a lower rate  
of insurance.

HOUSTON, TEXAS

IN HOUSTON  
**WESTHEIMERS**  
Inc.

Forty-two Years of Honest Service

SERVICE  
EXTENDED TO EVERY BRANCH OF  
THE INDUSTRY

Benj. S. Hurwitz President  
Members  
A. W. A., N. F. W. A.

Distribution Service, Inc.

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER CO.**

Bankers of Merchandise  
Warehousing and Distribution  
Merchandise—Household Goods—New Furniture  
Branch House Facilities—Bonded  
Private Sidings—Mo. Pac. & Sou. Pac. Railways

SAN ANTONIO, TEXAS

**MUEGGE-JENULL WAREHOUSE CO.**

Distributing Storage Forwarding  
Give us a chance to demonstrate our service.  
Reference Any Bank in San Antonio.  
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS

**SCOBEE**  
FIREPROOF  
**STORAGE**

SAN ANTONIO, TEXAS

General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all  
points in San Antonio Territory



TEXARKANA, TEXAS

**HUNTER TRANSFER CO.**

TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF

POOL CARS  
TRUCKING

STORAGE  
MOVING

TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

**Elkin Transfer & Storage Co.**

Wichita Falls, Texas

Located in the heart of the oil industry. Logical distributing  
center for North Texas. Trackage warehouse for merchandise and  
household goods; free switching service.

*We specialize in pool car distribution*  
MEMBERS { Texas W. & T. Ass'n  
{ Kiwanis International

SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space

Insurance Rate Only 18 Cents

**Jennings-Cornwall Warehouse Co.**

ALEXANDRIA, VIRGINIA

Alexandria, Virginia

**"THE KEY TO DIXIE"**

Unexcelled locations for STORAGE and DISTRIBUTING  
WAREHOUSES—Transportation Center—Rail and Water  
Correspondence and Inspection Solicited

Address Secretary, Chamber of Commerce

PETERSBURG, VA.

**Southern Bonded Warehouse Corp.**

Merchandise and Household Goods

**DISTRIBUTION—STORAGE—TRANSFER**

A. C. L. PRIVATE SIDING

Members: A. W. A.—N. F. W. A.—A. C. W.

RICHMOND, VA.

**Virginia Bonded Warehouse Corporation**

1707 East Cary Street

Distribution and Forwarding of General Merchandise Only  
Largest Warehouses in South Southern R. R. Siding  
175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemen's Association

The Men Who Distribute

**Simmons Beds**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## OLYMPIA, WASH.

**CAPITAL CITY TRANSFER CO.**

508 Columbia Street

Moving—Crating—Shipping  
Fire-Proof Storage  
Pool Cars Handled

Olympia

Washington

## SEATTLE, WASH.

12th &amp; Madison Sts., Seattle, Wash.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
CORNER PACIFIC AVE. AND 19th.

## SEATTLE, WASH.

**Central Van and Storage Co.**

Seattle, Wash.

Moving  
Packing Shipping  
Fireproof Storage  
Private or Open

## SEATTLE, WASH.

**EYRES STORAGE and  
DISTRIBUTING CO.**Established 1889  
Incorporated 1904  
Free & Bonded**Warehouses**

Seattle, Wash.

GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 18 TEAMS, 42 AUTOS  
SERVICE OUR MOTTO

## SEATTLE, WASH.

**GLOBE TRANSFER & STORAGE  
COMPANY**

Incorporated 1909

**CONCRETE FIREPROOF WAREHOUSE**Lowest Insurance Rate  
Trackage—Six Unloading Doors  
440-450 Holgate Street

SEATTLE

WASHINGTON

## SEATTLE, WASH.

**UNITED WAREHOUSE CO.  
SEATTLE, WASH.**U. S. Customs Bonded and General Storage  
Distribution a Specialty

## TACOMA, WASH.

615 South Tacoma Ave., Tacoma, Wash.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## TACOMA, WASH.

**Pacific**  
Storage & Transfer Co.Warehousemen  
Merchandise and Furniture  
Distributors and Forwarders**SERVICE**  
Speed—Accuracy—  
Satisfaction

Ship Your Pool Cars in Our Care



## HUNTINGTON, WEST VA.

**INDEPENDENT TRANS. & STORAGE CO.**

215—9th Street

Distributors of Merchandise, Pool Cars, Etc.

Equipped for Handling Heavy Machinery of All Kinds  
Household Goods Packed and Shipped

## HUNTINGTON, W. VA.

**Tie Up**

with live wire distributors who give it to your customers while it's hot—this is our patrons' yell.

Barney Google—Andy Gump,  
We keep our competitors on the jump.  
Oh! Min.

Action—quick action on your orders is what we give you at a low cost consistent with service performed—use us.

**MAIER SALES AND STORAGE CO.**

1639-41-43-45 Seventh Ave.

Huntington

West Virginia

## HUNTINGTON, W. VA.

**When You Ship to Huntington  
Ship to PRINDLE**

Two modern warehouses with private sidings on the B. &amp; O. and C. &amp; O.

Dist. Mdse. and Hbg. pool cars. City and interurban delivery of Mdse. and Hbg. Prindle Service is worth while—try it.

**M. B. PRINDLE & CO.**  
911 Second Ave.

WHEELING, W. VA.

Established 1891

# J. E. MILLER TRANSFER & STORAGE CO.

6-12 TWELFTH ST.

SERVING  
Elm Grove  
Benwood  
Moundsville  
Warwood  
Bridgeport  
Martin's Ferry  
Bellaire



Packing  
Storage  
Heavy  
Hauling

LA CROSSE, WIS.

## La Crosse Terminal Warehouse Company

Storage and Forwarding  
Household Goods and Merchandise  
Trackage Connection with All Railroads

A Warehouse modern equipped in every respect rendering  
service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.  
M. A. Smith, Mgr.

MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.



Members of National Furniture Warehousemen's Association  
Canadian Storage & Transfermen's Association

MILWAUKEE, WIS.

### LOWEST INSURANCE RATES LOCAL AND LONG DISTANCE MOVING

Packing, Crating and Shipping—Efficient packers to prepare your  
goods for shipment, insure safety in transit.

### COAKLEY BROS.

Telephones: Grand 407 or Grand 4661  
Main Office and Warehouse: 41-43 Second Street,  
163 West Water Street, Milwaukee, Wis.

MILWAUKEE, WIS.

## LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mdse. and Household  
Goods. We remit upon receipt of bill of lading.

OSHKOSH, WIS.

## OSHKOSH STORAGE COMPANY

Packing, Storage, Shipping  
Private Switch—No Switching Charges

Oshkosh is the metropolis of the Fox River Valley and the best  
distributing point in Wisconsin.  
Pool Cars distributed.

701 South Main Street.

Members: American Warehousemen's Association  
Nat'l Furniture Warehousemen's Association

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,  
REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,  
of DISTRIBUTION & WAREHOUSING, published monthly at New York, N. Y.,  
for April 1, 1926.

STATE OF NEW YORK, } ss.  
COUNTY OF NEW YORK, }

Before me, a Notary Public in and for the State and County aforesaid, personally  
appeared A. K. Murray, who having been duly sworn according to law, deposes  
and says that he is the President and Business Manager of DISTRIBUTION &  
WAREHOUSING, and that the following is, to the best of his knowledge and  
belief, a true statement of the ownership, management (and if a daily paper,  
the circulation), etc., of the aforesaid publication for the date shown in the  
above caption, required by the Act of August 24, 1912, embodied in section 411,  
Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and  
business managers are: Publisher, Distribution & Warehousing Publications, Inc.,  
249 West 39th St., New York, N. Y.; Editor, Kent B. Stiles, 249 West 39th St.,  
New York, N. Y.; Managing Editor, none; Business Manager, A. K. Murray,  
1710 Newkirk Ave., Brooklyn, N. Y.

2. That the owner is:

Distribution & Warehousing Publications, Inc., 249 West 39th St., New York,  
N. Y. Stockholders of Distribution & Warehousing Publications, Inc.: A. K.  
Murray, 1710 Newkirk Ave., Brooklyn, N. Y.; Kent B. Stiles, 249 West 39th  
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Root, New York, N. Y.; Waldo Root, New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning  
or holding 1 per cent or more of total amount of bonds, mortgages, or other  
securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stock-  
holders and security holders, if any, contain not only the list of stockholders and  
security holders as they appear upon the books of the company but also, in cases  
where the stockholder or security holder appears upon the books of the company  
as trustee or in any other fiduciary relation, the name of the person or corporation  
for whom such trustee is acting, is given; also that the said two paragraphs con-  
tain statements embracing affiant's full knowledge and belief as to the circum-  
stances and conditions under which stockholders and security holders who do not  
appear upon the books of the company as trustees, hold stock and securities in a  
capacity other than that of a bona fide owner; and this affiant has no reason to  
believe that any other person, association, or corporation has any interest direct or  
indirect in the said stock, bonds, or other securities than as so stated by him.

A. K. MURRAY, Business Manager.

Sworn to and subscribed before me this 22nd day of March, 1926.  
(Seal) JULIA C. H. ALLEN.

Notary Public, New York County, Clerk's No. 47, Register's No. 7012.  
Commission expires March 30, 1927.



## VANCOUVER, B. C., CAN.

The Bekins Bldg., Vancouver, B. C.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

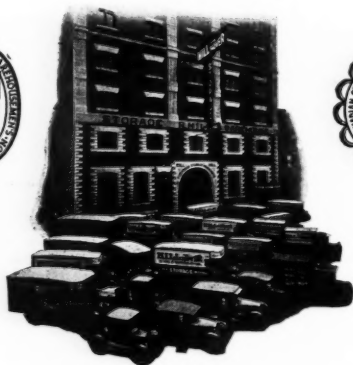
## WINNIPEG, CAN.

INSURANCE 30 CENTS

**Boulton's**  
**STORAGE**

250 PRINCESS ST. WINNIPEG

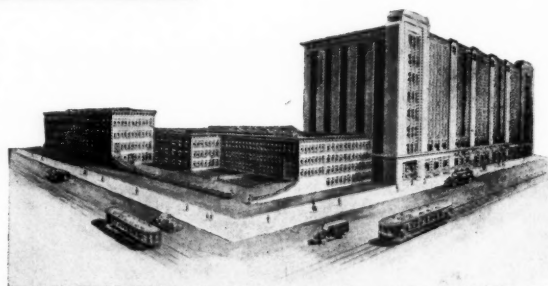
## HAMILTON, ONT., CAN.

*We make it our business*To give each and every shipment immediate,  
careful, minute, concentrated attention.**Fireproof Bonded Warehouses****Real Distribution Service***"The House of Protection"***HILL THE MOVER WAREHOUSES**  
19-23 Vine St. Hamilton, Canada

## TORONTO, CAN.

**DRISCOLL'S**  
**Transportation**  
**and Storage***Speed—Economy—Convenience***Driscoll's Cartage**  
2068 Dundas St., West

## MONTREAL, CANADA

**Montreal Has a REAL**  
**Warehouse for H.H.G. Storage**

No. 1

**"JE GARDE!"**  
(I SAFE GUARD)*"The Firm  
with  
the Guarantee"*This great warehouse is *modern*  
from the building down to the  
smallest piece of equipment.Coupled with these facilities is  
real service and the skillful hand-  
ling that comes only from long ex-  
perience.Send for our booklet "25 Years of  
Constant Progress." It will give  
you a good idea of what we offer.**J. B. Baillargeon**  
**Express, Ltd.**  
Ontario Street, East, Montreal, Can.

## TORONTO, ONT., CAN.

**Store with "City Storage"**Our 25 years' experience in the transfer of  
household goods has given us an enviable posi-  
tion in this field of service.Special attention given POOL CAR shipments  
and storage.**CITY STORAGE, Limited**  
253 College St.

N. F. W. A.

## MONTREAL, CANADA

**THE TERMINAL**  
**WAREHOUSING CO., Limited**

MONTREAL, CANADA

Largest Distributors in the Dominion. Pooled Cars Consoli-  
dated and Distributed. Sidings (C. N. R.) in Connection  
with All Our Warehouses. Customs and Excise Bonds.  
Fireproof and Frostproof Buildings. Members A. W. A.

## CLASSIFIED ADVERTISING

### Mr. Warehouseman—

**What Have You That You Want to Sell  
and What Is It You Want to Buy?**

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

### INFORMATION

**Six cents a word** is the rate for all undisplaced advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

**Ten per cent discount** if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

**Add five words** for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

**Refund will be made** if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

**Telephone orders** must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

**When replying** to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

**The right is reserved** to refuse any advertisement and also to re-write and edit copy furnished whenever the publishers consider it advisable to do this.

### Classified Department

**Distribution and Warehousing Publications, Inc.**

249 W. 39th St., New York

**SLIGHTLY USED CANVAS COVERS** for sale. Plain and waterproofed. Write for prices stating approximate size wanted. The Hettrick Mfg. Co., Toledo, Ohio.

**EXECUTIVE** desires position as merchandise warehouse manager. Many years' experience in Metropolitan area. Able organizer and successful director of employees. Might consider small growing concern in West or South if given opportunity to share profits or purchase interest. Address Box B-903, Distribution and Warehousing.

**FOR SALE**—Storage and transfer business in Oklahoma City, Okla. Established since 1909. One brick building for merchandise and household goods. One galvanized iron building for oil and heavy machinery. Both adjoining, situated on trackage. Motor vans and truck equipment. Apply R-123, care Distribution and Warehousing.

### Twenty Hand Trucks in One—

### The Heerlein Adjustable Hand Truck

This truck will save time and money in any warehouse because the adjustable feature makes a battery of trucks unnecessary. It can be adjusted to fit the load. Don't risk handling difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you can give it. The price is only \$39.75, and it's well worth the money.

**The Heerlein Adjustable Hand Truck Co.**

92 Washington Ave., Long Island City, N. Y.

### FURNITURE

# PADS

Strongly sewed with cross stitch.

Evenly padded. Immediate shipment.

TARPAULINS—BURLAP—BAGS

**FULTON BAG & COTTON MILLS, Inc.**

330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.  
Atlanta Dallas St. Louis New Orleans Minneapolis

It's the 'ammer 'ammer 'ammer  
on the 'ard 'igh road

That tells upon the 'osses  
'oofs and not the 'evvy  
load,

And it's just the 'ammer 'ammer  
on the ADVERTISER'S  
NAME

That takes him from OB-  
SCURITY and lands him  
safe in FAME.

"Pop"

# Evidence of Confidence

The following letter was recently received by  
DISTRIBUTION AND WAREHOUSING from one  
of its subscribers:—

*"As a subscriber of your magazine and a national distributor of our products, we would appreciate very much information as to the reliability and financial standing of the ——— warehouse, ———."*

*"We are interested in storing and distributing our products from that warehouse, but before doing so we would like to have information as to the service we can expect from them."*

This letter is only one of the many we receive each day from distributors who rely on "D & W" as their contact point with the warehouse industry.

This confidence is earned only after years of service to the industry. In our case it represents twenty-five years of hard and conscientious effort.

To advertise in "D & W" is to advertise in the authoritative publication of the industry, which in turn adds authority to the advertiser's statements.

**Distribution and Warehousing**  
**249 West 39th Street      New York City, N. Y.**

## "PLAY SAFE" USE "PROTECTO" PADS



**Made of Extra Heavy Drill Denim,  
Layer Cotton Filled**

Note: "PROTECTO" Pads  
New Stitching Adds to  
Strength and Durability.

### SPECIAL PRICES

No. 12—Cut size of cloth 72x80.....\$30.00 per doz.  
No. 14—Cut size of cloth 54x72..... 23.50 per doz.  
No. 16—Cut size of cloth 36x72..... 17.00 per doz.  
Phonograph Covers ..... 5.00 Each  
Canvas Piano Covers..... 12.00 Each

Orders taken for immediate or as late as May 1st Delivery.

Write or wire your order.

**CHICAGO QUILT MANUFACTURING Co.**  
1355-57 Roosevelt Road Chicago, Ill.

## COMPLETE SERVICE IN WAREHOUSE CONSTRUCTION

Comprising investigation work, preliminary advice, architectural and engineering services, and advice on financing problems.

**VAN RENSSELAER H. GREENE**  
*Warehouse Architect*

35 WARREN STREET NEW YORK CITY

## You Buy More Than Protection

Pioneer Excelsior Packing Pads are an economical investment in good will. Properly used, they afford a maximum amount of protection for your products during shipment.

Pioneer Pads are made of the finest grade of excelsior from choice, properly seasoned woods, and covered with a high quality of kraft paper. The pad is absolutely uniform, evenly meshed and fully resilient over every square inch.

Send for a variety of samples.

**Excelsior Wrapper Co.**

Established 1888

GRAND RAPIDS, MICH.

Sheboygan, Wis. 224 W. Kinzie St., Chicago



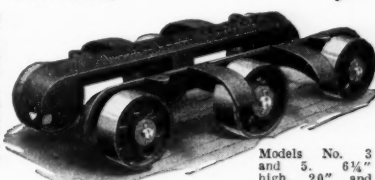
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## MARION Dolly Trucks Move Your Stock Easily

You can move the heaviest rolls easily, safely and quickly! Marion Dolly Trucks cost no more than ordinary Dollys, but embody many new and exclusive advantages. Built low and with sloping skids; easy to load and unload; frame curved to hold rolls of paper and barrels firmly in place. Will turn in their own length; will handle up to 2½ tons right along. Simple and light enough to be carried anywhere needed, yet durable and practically indestructible. Made of steel and Marion certified malleable.

(High-Wheel Models best for rough floors and inclines. Low-Wheel Models, Nos. 1 and 2, best for smooth floors. Only 3" high, 17" and 20" widths.)

Marion Dollys "stay put" while being loaded; won't crawl away from you. Heavy rolls can be loaded or unloaded without jarring, tearing or bursting.



Models No. 3 and 5, 6¼" high, 20" and 25" widths.

Your savings in stock and manpower will make it cheaper for you to own Marion Dollys than to try to skimp along without them. Write today for complete information, prices and special 10-day trial offer No. 99.

**MARION TOOL WORKS, INC.**  
Marion, Indiana

## Absolute Protection from Moths

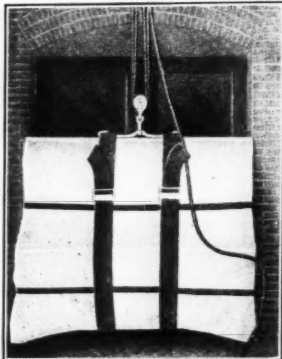
Take no risks—wrap carpets, rugs, draperies, etc., with **WHITE TAR** Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

**The White Tar  
Company of  
New Jersey, Inc.**  
56 Vesey St., New York City







### Breen Lifting Harness

Showing piano slung in lifting harness and fastened to lifting bar by my patent buckles. The block is attached to the bar and ready to hoist. Piano movers heartily endorse this harness as a quick and sure method for hoisting. This harness can be readily adjusted to any style piano. Price of lifting harness, \$15.00. Price of upright piano cover with two small straps, \$17.00. Made of heavy duck, fleece lined. Stenciled name on cover, free.

**WM. H. BREEN**  
219-231 Rutherford Ave.  
Charlestown, Mass.



### The BRADLEY The Latest and Best Circular Stencil Cutting Machine Ever Produced

Four models, to cut  $\frac{1}{8}$ ",  $\frac{3}{16}$ ",  $1\frac{1}{4}$ " and  $1\frac{1}{2}$ " Letters. See last month's issue for illustration of Horizontal Machine.

**Drop Forged Steel Punches  
All Parts Interchangeable.  
Machines Sent on Trial**

Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.

**A. J. BRADLEY MFG. CO.**  
101 BEEKMAN ST. NEW YORK



### VULCAN "ALL-STEEL" FIRE DOORS

Universally Used  
in All Modern  
Fireproof  
Warehouses  
Approved by  
Underwriters  
Details and Prices  
on Request.

**VULCAN RAIL & CONSTRUCTION CO.**  
Grand St. and Garrison Ave., Maspeth, N. Y.

### "IRON HORSE" BRAND Furniture Van Pads

*Foremost in Quality, Workmanship  
and Strength*



**KNOWN AS  
THE BEST**

**A. L. Reach Textile Co., Inc.**

Main Office and Sales Room  
222-224 East 42nd Street  
New York, N. Y.

TRADE MARK REG. U. S. PAT. OFFICE



### ALLOVA

**WORK SUITS  
Advertise Your Business**

One-Piece "Allova" work suits, made in attractive colors and lettered with the individual name or trademark of the wearer, are a big hit with warehouse and transfer men everywhere.

Equip your men at these wholesale prices:  
3 suits ..... \$3.25 each  
12 suits ..... 3.00 each  
25 suits ..... 2.88 each  
50 suits ..... 2.75 each  
Sizes 46, 48 and 50 are ten per cent in addition.

Know the real value of "ALLOVA" Work Suits. Send in a trial order today. State sizes wanted and enclose your firm name or trademark. Money back if not satisfied.

**MOTOR SUIT MFG. CO.**  
Department 53  
327 South Market St., Chicago, Ill.  
707 Central St., Kansas City, Mo.

### BIG 4 TRANSFER CO., Inc.

**Long Distance Moving  
Exclusively**

*Representatives Everywhere*

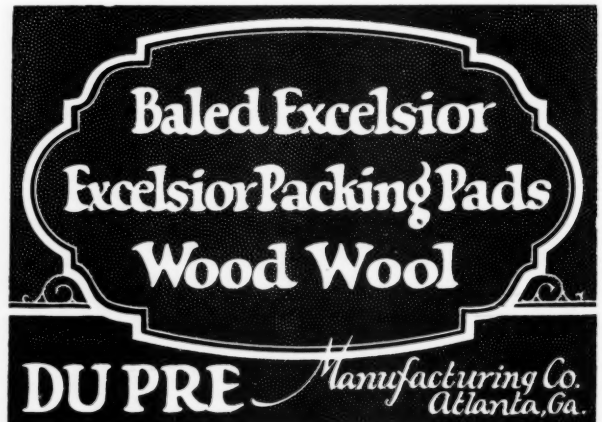
### What's Wrong Here?

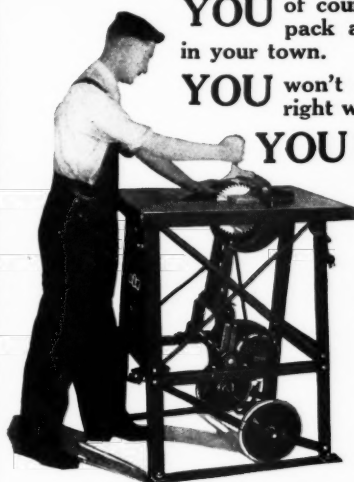


The warehouse manager discovers that damage claims and lost time in loading result when not enough Excelsior Pads are used. Use enough pads! Every Selle pad gives more protection than it costs.

**H. W. Selle & Co.**

Packing Pad Headquarters  
1000 N. Halsted St., Chicago





**YOU** of course, are the best to pack and crate furniture in your town.

**YOU** won't do it any but the right way.

**YOU** know what it costs

If you could save  
**\$\$\$\$** from that  
 cost, would you  
 try an

## ONAN "SAFTY SAW"

Cuts crating faster; saves lumber; adds to your profits. LIGHT, SAFE, PORTABLE, INEXPENSIVE, COMPLETE SAW FOR YOUR WAREHOUSE.

Try it! It will cost you nothing. Write today for trial offer.

Manufactured by

**D. W. ONAN & SONS**

60 Royalston Avenue MINNEAPOLIS, MINN.



**Connersville**

Rug  
 Cleaning

**Equipment**

Money is made easily in carpet cleaning, if efficient equipment is used. It is a paying business.

A department for cleaning rugs and upholstered furniture, equipped with "Connersville," will pay in any warehouse.

Why not make all that is possible from goods stored? Customers appreciate the service and are pleased to pay for it.

Let us tell you more about this department.

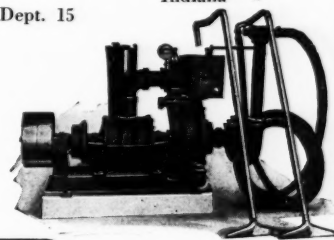
**UNITED VACUUM APPLIANCE  
 CORP.**

Connersville

Dept. 15

Indiana

Write Today



## ANNOUNCING!



New York Salesroom, 353 Canal Street

## PROTECTION and SATISFACTION GUARANTEED

PADS are constructed of resilient batting.

Covered with Heavy Olive Drab Drill.

Stitched thru and thru in twenty parallel rows spaced  $3\frac{1}{2}$ " between rows.

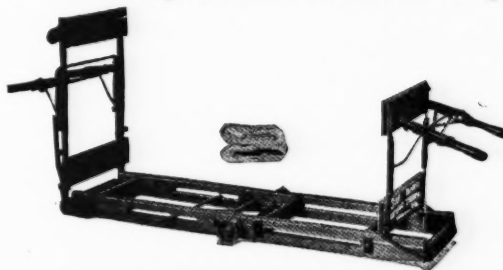
Pads are bound on all four sides.

Six Inch square sample and Price List mailed on request.

\* \* \*

**SEE FOR YOURSELF**

## HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



### Truck with Straps, \$39.00

The New Buckeye Sill Piano Truck is designed for stair and general handling of grand and upright pianos.

The center wheel construction allows the truck to balance and turn without the usual lifting of the Truck and the scraping and marring of the floors.

No lifting is required to place the truck on the center wheels, just push down the bail, or lifting lever.

Hard wood sills, well bolted together forming a truss, make the platform of the truck sufficiently stiff and rigid to stand the heavy duty that these Trucks are subject to.

Also City Skid Trucks, eight styles of End Trucks, Piano Hoists, Covers, and Special Straps. Ask for circular.

Manufactured by

**SELF-LIFTING PIANO TRUCK CO.**

FINDLAY, OHIO

## "Star" Brand Wagon Pads "Stand Up"



Extra heavy denim that loses no softness by its weight. Thick, soft cotton filling. Stitched in squares that make each square a cushion in itself. The wonderful durability and satisfaction of "Star" Brand Pads has given them a nation-wide reputation and created an equally wide demand. Found from coast to coast on the best vans.

No.	Cut Size of Cloth	Per Doz.
24	6 ft. x 6 ft. 8 in.	\$29.50
26	6 ft. x 6 ft.	27.50
28	4 ft. 6 in. x 6 ft.	22.50
30	3 ft. x 6 ft.	16.50
Phonograph Covers, Each		4.50

### STAR QUILT MFG. CO.

1851-55 W. Roosevelt Rd.

Chicago, Ill.

## HIGHWAY FOUR-WHEEL TRAILER

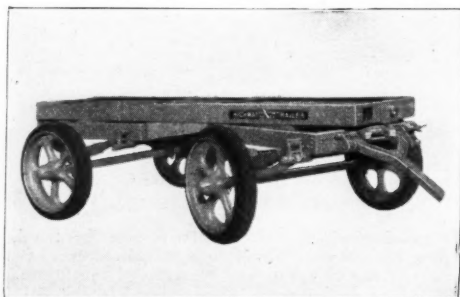
MODEL XC-209  
4-TON CAPACITY

**\$750**

F. O. B. FACTORY

Saves the Price of a 5-Ton Truck

REDUCES HAULING COST 50%



MODEL XC-206  
6-TON CAPACITY

**\$1050**

F. O. B. FACTORY

Write for Literature and Detailed Specifications

**HIGHWAY TRAILER CO.**  
EDGERTON, WIS.

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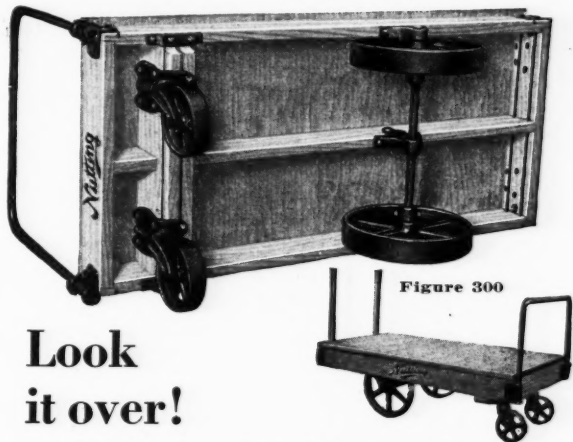


Figure 300

Look  
it over!

—and look underneath, too! Then you'll see the strength and care we put into every Nutting Floor Truck —and why they give owners 10, 20 and even 30 years of service. Write for Bulletin C-6.

NUTTING TRUCK CO.

1650 Division St.

Faribault, Minn.

**Nutting** Floor  
Truck  
Specialists  
Since 1891

Royal Pads  
WEAR!



ROYAL furniture  
wagon pads are  
covered with strong  
durable khaki; double  
boxed stitched,  
to prevent the cotton  
filling from lumping.



### SPECIAL PRICES

No. 200  
No. 300  
No. 400

Cut Size 36 x 72  
Cut Size 54 x 72  
Cut Size 72 x 80

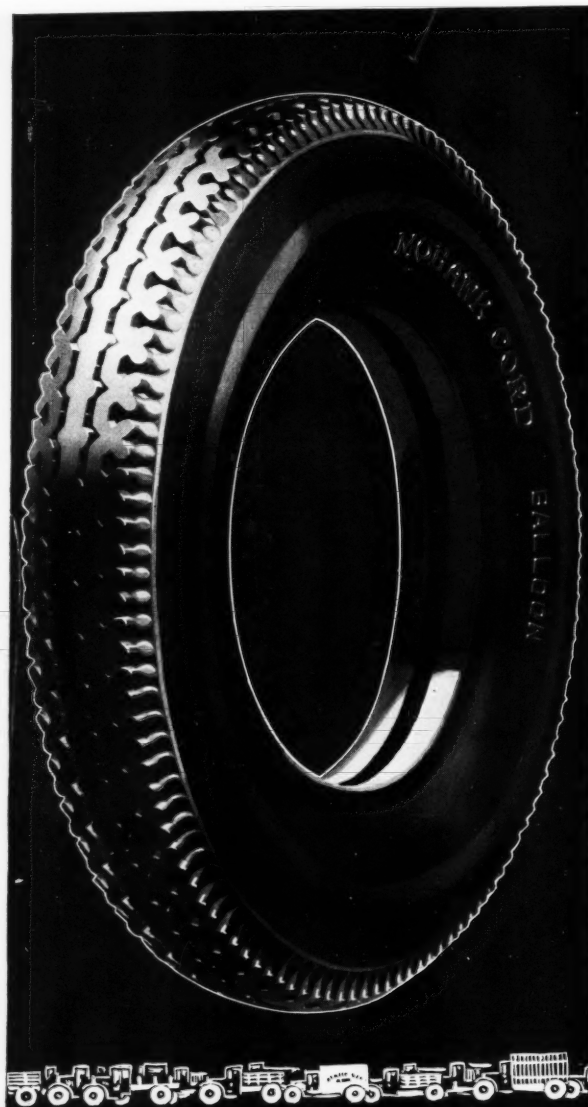
Per. doz.  
\$17.50  
24.50  
31.50

PROMPT DELIVERY—WIRE TODAY

**Royal Bedding Company**

1010-1012 North Tenth Street  
St. Louis, Mo.





# MOHAWKS

Go Farther!

Mohawk Tires do give from 30 to 50 per cent more mileage on buses and trucks than the average "standard grade" tire. This is a fact that any Mohawk dealer can prove to you.

THE MOHAWK RUBBER COMPANY  
AKRON, OHIO

Branches in Principal Cities

Export Dept: 245 West 55th Street, New York, N. Y.

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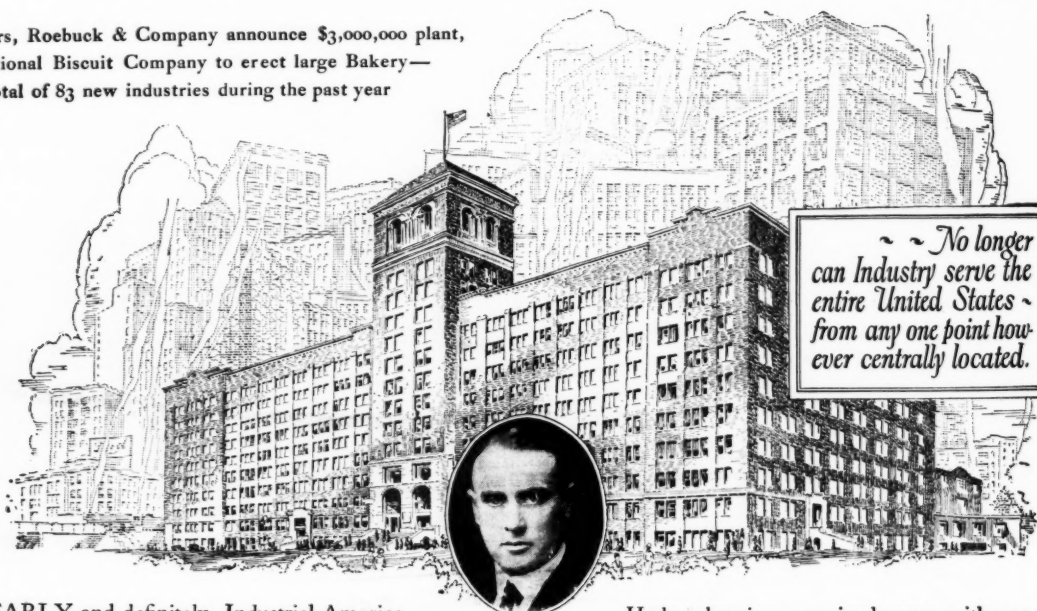
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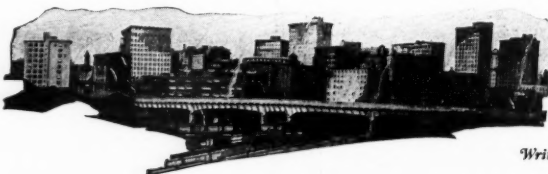
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